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## WHAT'S ON & WATCH



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## WHERE DO YOU STAND?

After plans were unveiled to turn disused tennis courts on the Victoria recreation ground near Canterbury High into beach volleyball courts, residents mounted a petition against it. But now those behind the scheme have hit back. But what do you think? Email us: [yourcanterbury@kosmedia.co.uk](mailto:yourcanterbury@kosmedia.co.uk) or write - our address is on page 2.

FULL STORY - PAGE 3

BY GARETH ARNOLD

CANTERBURY High and the Chaucer Technology School are on track to fight off the Government's threat of closure.

Both hit exam pass targets in the latest league tables released last week.

But serious questions are set to be asked of Community College Whitstable after its scores dropped, leaving it nearly bottom of the league for Kent. Cash will now be injected into the school in a bid to reverse its declining fortunes.

In unveiling the National Challenge initiative last year, schools minister Ed Balls rapped out a clear message; shape up and hit GCSE pass targets or risk being shut down.

He insisted those schools achieving less than a 30 per cent pass rate for GCSEs between A\* and C grades, including maths and English, be given three years to hit the target or face being shut or merged with another institution.

Both Canterbury High and the Chaucer failed to secure the target last year - but in figures released on Thursday, pulled themselves clear of the danger zone. Canterbury High hit 30 per cent (last year 27) while Chaucer got 31 per cent through (last year 24).

Yet the Community College Whitstable will find itself under mounting pressure since it achieved a mere 17 per cent pass rate - down on 24 per cent last year and reversing a trend of gradual improvement.

The average for Kent is 49.7 per cent.

But head teacher Helena Sullivan-Tighe said the result was an anomaly, and the school

CONTINUED ON PAGE 2



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# Student rents provide vital housing boost

■ BY GARETH ARNOLD

BUY-to-let is back with a vengeance in Canterbury as investors looking for healthy returns take advantage of the student market.

The city's estate agents say they are surviving despite the national gloom over tumbling house prices – and some have even reported that buyer enquiries are up on last year.

The problem is, no one wants to sell. Caxtons director Neil Boswell said: "We've had a lot of enquiries recently and some are translating into sales. But there are hardly any houses coming onto the market at the moment."

"You need a HIPs pack, which costs more than £300, and people are not prepared to speculate that kind of money. Demand is definitely outstripping supply."

This pattern was echoed by other estate agents in the district.

Sales negotiator Denise Miller, of Kent Estate Agents, said: "We are working extremely hard at the moment and things are very difficult. We are getting more enquiries, but people are not selling."

"A lot of people are renting, waiting to see what the market does, and the student lettings market is the only thing keeping our heads above water."

Mr Boswell agreed the buy-to-let market was providing a lifeline to the city's housing market.

He said: "Canterbury has been fairly resilient. There is a lot of buy-to-let investment with the student market, and there are people with money to invest."

"Investors are coming back to property in a big way now because it gets a better return than other investments."

And estate agents say Canterbury's housing market has been cushioned



**KEY FIGURE:** The student lettings market is attracting investors to the city

by other positive factors which are attracting new blood into the city.

Ward and Partners marketing consultant Jonathan White said: "You can't deny that sales are down on last year, but I can't tell you the exact percentage."

"But it's never been a better time to buy, and we have started a campaign to get this across to people. And in many ways, Canterbury is bucking the national trend."

"The market is very localised. Some areas of the city have taken a hit on house prices, others have hardly changed."

"Canterbury has so much going for it. There are lots of schools, the fast rail link coming in this year is attracting people from London and overall it's a very decent place to live."

## Schools make the grade and meet targets

CONTINUED FROM FRONT PAGE

was already on course to meet the target for 2009.

She said: "We were very disappointed with the result as our English department is one of our strongest departments, and in 2006 got 40 per cent. This year we had about ten students under achieve."

"But we have already achieved 20 per cent in the early entries for this year, and hope to hit the 30 per cent target by March."

"The National Challenge, when it came in, was not presented to schools in the most positive manner, but it is bringing financial assistance to the school, which will help us raise standards."

There is little doubt the National Challenge is unfair to many schools across Kent. The selective system which sees the Kent Test cream off the top performing pupils to grammar schools, deprives the remaining schools from students who would pull their average up.

Simon Langton Girls' Grammar scored 97 per cent. Simon Langton Grammar School for Boys hit 94 per cent. Barton Court Grammar secured 93 per cent.

The Community College, meanwhile, scores poorly compared to nearby Herne Bay High, which achieved a respectable 42 per cent pass rate. City catholic school St Anselm's scored 41 per cent.

Community College Whitstable will now be given 15 days support from a National Challenge adviser, who will review all teaching, and the way it is assessed, at the school.

An additional £108,000 will be granted to the school to help improve standards of maths and English.

The school also plans to have targeted intervention programmes and Easter revision classes to help as many children as possible get the results they need.

Canterbury High School head teacher Phil Karnavas, an outspoken opponent of the National Challenge scheme, is more interested in the school's value added scores, which top the table in Kent and place the school sixth highest in the country.

Mr Karnavas said: "The school is doing so well because we have an ethos which is about creating an environment in which every child can and will do well, and the staff support that."

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# Faulty heating left me with massive gas bill

## Council offers to help pensioner Ruth after Yourcanterbury investigation

EXCLUSIVE

BY JENNY ARMSTRONG

A PENSIONER left with a huge gas bill due to faulty heating equipment has been promised help by the city council after her case was investigated by Yourcanterbury.

Ruth Wood, of Saint Alban's Road, Hersden, a British Heart Foundation volunteer, was hit with a £409 gas bill for last winter, despite living in a one-bedroom council bungalow with only five radiators.

Her heating was jammed permanently on, but her home was so poorly insulated she was still cold.

The pensioner blames the council for the bill, which she is still paying off after more than a year.

She said: "When I moved in the thermostat was broken, so I couldn't turn it up or down.

"And it was cold even though the heating was stuck on a very high setting, because the insulation was so bad."

Mrs Wood claims she had no meter key, so was unable to check how much fuel she was using. She also says she had no radiator key to bleed

the radiators, so they were heating poorly.

Mrs Wood is able to claim a small retirement pension from her previous employer, but at the age of 61 her only other income is her state pension.

She is paying off the debt at £30 a month. Since the huge bill the council has fixed the faulty equipment and provided Mrs Wood with a meter key. She now checks her consumption once a week.

For more than a year the council refused to help with the bill, and no new insulation was put in, despite repeated requests.

However, when Yourcanterbury asked the council whether it would help, staff agreed.

Council official Steve James said: "On a visit to Mrs Wood's home, we identified a technical problem with the thermostat.

"We advised Mrs Wood of the fault and our contractors mended the thermostat as soon as it was practical to do so.

"But we do appreciate there was a slight delay before this happened. Therefore, as a goodwill gesture, we will be paying Mrs Wood £150 to help pay for her heating bill.

"We will also visit Mrs Wood and make sure her home is insulated to the highest standards.

"If Mrs Wood experiences any future problems, we will be more than happy to speak to her and offer advice."



Picture: GARETH ARNOLD

RUTH WOOD: Help with heating bill from city council

## Gaza protest takes to town's streets

MORE than 100 protestors from across east Kent took to the streets of Whitstable on Saturday in support of the Palestinian people.

The demonstration, called by the Kent Stop the War group, marched through the town carrying placards calling for an end to the fighting in Gaza.

Protestors met outside the library before marching through the town.

Speakers from the local Labour party, the Muslim Welfare Association and Stop the War called for people to boycott Israeli goods and support the campaign to get aid to Gaza.

Israel called a truce to its three-week campaign on Saturday night, with Palestinian group Hamas agreeing to the ceasefire soon after.

It is estimated about 1,300 Palestinians died in the attack on Gaza. Israel has reported fewer than 20 fatalities.

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## Police plea after five injured in road smash

A SERIOUS crash left one man with life-threatening injuries and another four needing hospital treatment after their car swerved off the road.

The accident, close to Old Priory Farm in Littlebourne Road, Canterbury, happened just before 10pm on Thursday, when a Nissan Almera carrying five young men left the road and collided with a hedge.

Three of the five remain in the QEQM Hospital at Margate in a serious but stable condition.

They are a 21-year-old man from Ash, and teenagers aged 16 and 19 from Canterbury.

The other two, both aged 20 and from Canterbury and Ash, were allowed home after treatment.

The accident caused extensive delays for motorists. Officers carried out a detailed examination of the crash site and the road was closed until the following morning.

Police are continuing to investigate and any witnesses who have not yet contacted officers can do so on 01622 798538.

## Volleyball court backers dismiss residents' fears

MIND and Body Leisure Centre, one of the partners in the controversial beach volleyball courts planned for Canterbury, has hit back at residents campaigning against the scheme.

Earlier this month campaigners presented a petition with more than 50 signatures to city councillors, calling on them to overturn the decision to grant permission for beach volleyball courts to be built at the Victoria recreation ground, next to Canterbury High School.

They argued beach volleyball was too niche a sport to warrant selling off the disused grass tennis courts they will replace.

The petition reads: "Please tell us where we can go to enjoy open space to run and play with our children, grandchildren and pets and interact with other human beings?"

But Mind and Body Leisure's

Sarah Pegg dismissed the concerns.

She said: "Residents may pose the question 'where are our children and pets to play?' but as the earlier Yourcanterbury story stated, only one fiftieth of the total area of the field is to be used, leaving the rest for use and free play.

"And it will not only be used for the so-called minority sport of volleyball.

"Although the courts will provide a base for the volleyball teams of Canterbury – of which there are four sizeable clubs – the courts will also be used for beach soccer, beach tennis, beach rugby, foot volley and Ultimate Frisbee, giving the residents of Canterbury a variety of new sports to try and compete in."

Mind and Body Leisure says the courts will help combat the rise in children's "sofa lifestyles", which are fuelling childhood obesity.

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## NEWS IN BRIEF

## Meeting over plans for rise in beach hut prices

PROPOSALS to increase charges for beach huts by 16 per cent are set to be rejected by Canterbury council on Thursday.

The rise is likely to be close to 11 per cent. It will be one of a number of proposals to be decided upon by the council's executive, prior to going before full council on February 19.

Proposals will also include keeping the Whitstable Biennale and the Whitstable Oyster Festival separate, and retaining the recycling calendar.

## Police on lookout for duo over New Year's assault

WITNESSES to an assault on New Year's Eve in Whitstable town centre are being sought by police.

A couple were attacked as they walked home along Gladstone Road at around 10pm.

The two men who assaulted them are in their 20s and may have been drinking in the Wall Tavern in Middle Wall, and may have been involved in a fight in the pub.

Anyone with information should contact PC Chris Kidd on 01227 868262.

## Parking charges set to stay same until next year

CAR parking charges in the district will be frozen until 2010 under new council proposals to help businesses weather the recession.

The council says this is the best way to pass on the 2.5 per cent VAT saving, rather than reduce the charges at the meter.

Council leader John Gibbey said: "It's one of several ways we are trying to work with local businesses to support the economy. By keeping charges at existing levels, we hope to attract people to our town centres."

## Early warning of Thanet Way temporary closure

THE Thanet Way at Whitstable is to be resurfaced next month with a temporary road closure on the day the work is being done.

A section of the A299 Thanet Way at the junction with Millstrood Road will be closed between 8pm and midnight with diversion route in operation on February 12.

Kent Highways Services have asked residents to keep the area free of parked cars.

Call Kent Highway Services' 24-hour helpline on 08458 247 800.

## Hockey star's view on life at the Games

SHE'S one of the city's most successful sports stars – and next week she will provide a fascinating insight into life behind the scenes at the Olympic Games.

Double Olympian Mel Clewlow is one of England and Great Britain's best-known hockey players and part of the squad which travelled to compete in Beijing last year.

And at a public lecture at Christ Church University, she'll lift the lid on what it is like to train and compete in the world's biggest sporting event.

## Heat

Speaking before the lecture, the Canterbury captain revealed just how hard she and her team mates had to push themselves.

She said: "The team prepared for the extremely hot weather conditions in Beijing by spending time in a heat chamber and training in hats, scarves, gloves and leggings in the middle of summer."

"We spent long periods of time away from

■ BY GARETH ARNOLD

our friends and family in training camps in Australia and Argentina and pushed our bodies to the absolute limit."

But despite the hardships, Ms Clewlow, 32, is in no doubt the experience was worth it, and hopes hearing about her experiences will inspire others to get behind London 2012.

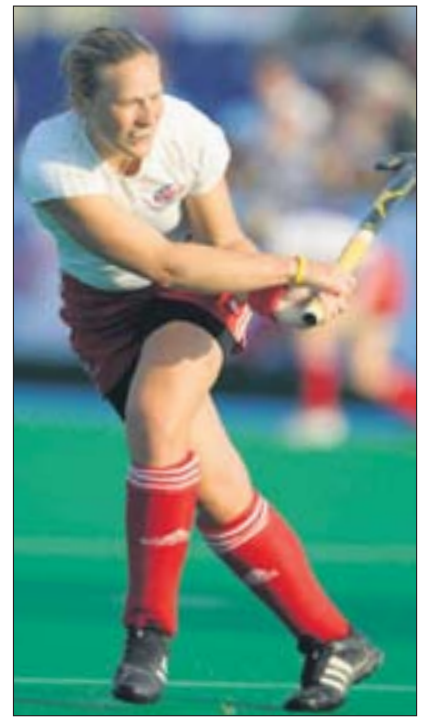
She said: "It was an incredible experience competing against world class hockey players and being surrounded by athletes from other sports."

"The buzz that went around the GB Olympic training camp every time Great Britain won a medal gave us the incentive to try harder and do our best."

"The GB women's hockey team came sixth, which was a more than a respectable finish and way above our expectations."

As part of the sacrifices she made prior to the Olympics, she quit her job as an account manager, and lived on just £500 a month in pursuit of her dream.

The defender, who has made 179 appear-



**OLYMPIAN:** Canterbury player Mel Clewlow starred for Great Britain in last summer's Beijing Olympics

ances for England, has since started a new job – as sports development officer at the University of Kent.

The talk is part of a series of post-Beijing presentations by members of Great Britain's Olympic and Paralympic teams.

It will take place at 6pm on Tuesday, January 27 at the Old Sessions House Lecture Theatre, North Holmes Campus, Canterbury Christ Church University, and is free and open to everyone.

"I hope this lecture ignites people's passion and interest in the London 2012 Olympic and Paralympic Games and gives them the incentive to get involved."

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events in our area – including the Canterbury and Whitstable festivals.

But we are on the lookout for more too. So if you think you have an idea which Julie could research why not drop us a line? We will follow up the best and when the film is completed, publicise it on the pages of this newspaper.

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Picture BBC



STAR: Former university student Alan Davies (left) – now a regular on hit BBC Two show QI, along with host Stephen Fry

# Students aim to raise a laugh on way to a degree

A GROUP of budding Russell Brands and Ricky Gervaises are to take to the stage as part of their stand-up comedy course at the University of Kent.

The ten students will be performing 20-minute spots next month as part of their four-year course in drama and theatre studies.

They hope to follow in the footsteps of the likes of comedians Alan Davies – who stars in the BBC's Jonathan Creek and QI – and regular comedy show panellist Jackie Clune. Both are graduates of the university's drama courses.

Student Anna Griffiths said: "How we are different to people who just try stand-up is that we have got the theoretical background.

"It can take someone ten years to find their stage persona, but we have to do that really quickly because our gigs are being marked from the beginning, although obviously it changes and develops."

The group has been testing out their performances on fellow students around the campus and the upcoming gigs will be the first time their individual and fresh comedy

■ BY JENNA PUDELEK

will be unleashed on the general public.

Miss Griffiths, 22, said: "People should expect it to be quite different. Our lecturer, Olly, is trying to get us to strive to be different but also push boundaries. We have been performing in a safe environment before we do it in front of a live audience."

The gigs will be compered by Dr Olly Double, the comedian and drama lecturer who teaches the stand-up course and who has released a DVD of a routine in which he talks about the unlikely comic topic of his son's diabetes.

The current students will be performing in The Beercart Arms pub in Canterbury on February 3 and 10, and at the Horsebridge Arts Centre in Whitstable, on February 6 and 13.

Miss Griffiths added: "There are comedians such as Jack Dee, who are outwardly hostile to their audience, and a new wave of nice comedians such as Mark Thomas and Josie Long. In actual fact, I've found a lot of research which asks if there can be truly non-aggressive comedy."

• Tickets for the gigs cost £4 and £3 for concessions. For more information visit [www.kent.ac.uk](http://www.kent.ac.uk).

## yourcanterbury NEWS IN BRIEF

### Dogs go on the rampage

RUSH hour traffic in Canterbury was plunged into chaos last Thursday morning after armed police had to catch two dogs savaging sheep.

Police were called to Downs Road at 7.15am following a report two dogs were attacking livestock.

But when officers attended the dogs had left and headed towards St Stephens Road. A total of seven sheep were attacked. Four had to be destroyed as their injuries were so severe.

In order to protect local people, police closed the road at St Stephen's Hill and also the junction of Downs Road and The Close.

It caused traffic problems as commuters were forced to cut across the university campus, putting a strain on other routes into the city.

The dogs were eventually removed by the RSPCA. Police emphasised they had not been shot.

Area Commander for the East Kent Area, Chief Superintendent John Molloy, said: "It is deplorable the owner has allowed their dogs to pose such a danger to others and we will act appropriately in an effort to prevent harm from coming to anyone else or their livestock."

### Teenage girl punched PC

POLICE are looking for witnesses to an assault in which a young off duty policeman was punched in the face.

Officers believe other people may have been assaulted the same night by the girl believed to have carried out the attack.

The 20-year-old man was walking with two friends near the bus station ticket office in St Margaret's Street, Canterbury, on Friday, January 9 between 11 and 11.30pm. A girl, who was in a group of five other girls, came up to him, said she knew him, and punched him.

A 15-year-old girl has been quizzed by police and is due to return on bail next month.

### Ban for loudmouth drunk

A DRINKING ban has been slapped on a man shouting abuse at shoppers in Whitefriars shopping centre.

Kevin Lusher, 44, of Whitstable Road, Canterbury, appeared before magistrates last week charged with racially aggravated harassment and assault after he was arrested in the popular shopping complex.

He had been shouting at shoppers and assaulted a security guard, the court was told.

The case was adjourned until February 4 and Mr Lusher was bailed on the conditions he does not enter the city walls and does not drink in a public place.

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Sat 21st February  
Mr Wonderful Dancing  
Sunday 22nd February  
Televised British Wrestling  
Friday 27th February  
Colin Fry and TJ Higgs  
Saturday 28th February  
An audience with  
"ANDY ABRAHAM"

### MARCH 2009

Tuesday 3rd March  
Billy Ocean in Concert  
Friday 6th March  
Another Schooltime Spectacular

### "The American Dream"

Monday 9th – Wednesday 11th March  
Jeckyll & Hyde  
Sunday 15th March  
The All Stars Band  
"20th Annual Charity Concert"  
Friday 20th March  
LEMAR in Concert  
Saturday 21st March  
Bjorn Again  
APRIL 2009  
Saturday 4th April  
Disco Inferno  
Sunday 5th April  
The Enemy in Concert

### Friday 10th & Saturday 11th April

Thanet Beer Festival  
Saturday 18th April  
Essence of Ireland  
Sunday 19th April  
Sooty In Space  
MAY 2009  
Wednesday 6th May  
Rob Brydon  
Sunday 10th May  
Leon Jackson in Concert  
Sunday 17th May  
Rhydian Roberts in Concert  
Tuesday 26th – Saturday 30th May  
"A Night On The Town"  
M.O.S Variety

## A trip down memory lane at the Marlowe

AS the final curtain falls on this year's record-breaking pantomime at the Marlowe, why not relive the past of this historic theatre?

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In March, work will begin on knocking it down and replacing it with a multi-million pound state-of-the-art venue.

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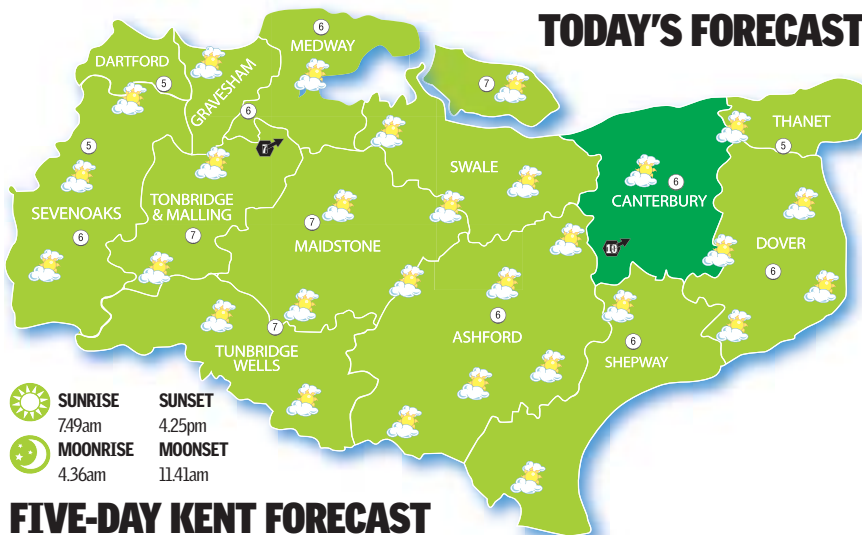




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	Thur	Fri	Sat	Sun	Mon		Thur	Fri	Sat	Sun	Mon
Ashford	7°C	7°C	8°C	9°C	8°C	Gravesend	6°C	6°C	8°C	9°C	9°C
Canterbury	6°C	5°C	7°C	8°C	7°C	Maidstone	6°C	6°C	8°C	10°C	8°C
Chatham	6°C	6°C	9°C	9°C	8°C	Ramsgate	6°C	5°C	7°C	8°C	7°C
Dartford	6°C	6°C	8°C	9°C	9°C	Rochester	6°C	6°C	9°C	9°C	8°C
Dover	6°C	6°C	6°C	7°C	7°C	Sevenoaks	5°C	5°C	7°C	8°C	7°C
Faversham	6°C	6°C	9°C	9°C	8°C	Sittingbourne	6°C	6°C	9°C	9°C	8°C
Folkestone	6°C	6°C	6°C	7°C	7°C	Tonbridge	6°C	6°C	8°C	9°C	8°C
Gillingham	6°C	6°C	9°C	9°C	8°C	Tun Wells	6°C	6°C	8°C	9°C	8°C



## WEEKEND HIGH TIDES

Chatham	Saturday	11:48am	5.3m
	Sunday	12:28pm	5.5m
Dover	Saturday	10:06am	5.8m
	Sunday	10:44am	6.0m
Dungeness	Saturday	9:50am	6.6m
	Sunday	10:33am	6.8m
Ramsgate	Saturday	10:36am	4.4m
	Sunday	11:14am	4.6m
Sheerness	Saturday	11:37am	5.2m
	Sunday	12:18pm	5.3m
Whitstable	Saturday	11:47am	4.8m
	Sunday	12:29pm	4.9m



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Amsterdam	5°C	Madrid	12°C
Athens	17°C	New York	-2°C
Barcelona	13°C	Paris	12°C
Beijing	4°C	Rome	14°C
Bombay	32°C	Sydney	26°C
Cape Town	27°C	Tenerife	19°C
Cardiff	6°C	Tokyo	14°C
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yourcanterbury

## NEWS IN BRIEF

### Popular restaurant still has the right ingredients

THE Sportsman continues to impress critics having retained its Michelin star in this year's guide.

The pub in Faversham Road, Seasalter, is renowned for serving "fancy food without the frills", with head chef and owner Stephen Harris taking inspiration from top restaurateurs such as Gordon Ramsey and Alain Ducasse, stripping dishes down to the bare essentials.

The kitchen makes a point of sourcing high-quality ingredients from three local farms just a few miles away.

Fresh vegetables are delivered daily from Mallards Farm just around the corner, with meat coming from Waterham and Monkshill farms which are also nearby.

Meanwhile seafood, including Whitstable native oysters, comes from Whitstable and Hythe, with other ingredients such as game sourced from local dealers.

### Catch Herring on stage

TV STAR Richard Herring will be performing at the Horsebridge Comedy Club in Whitstable later this month.

The Horsebridge is his second gig of a 44-date national tour of a new solo show, The Headmaster's Son, which received glowing reviews at the 2008 Edinburgh Fringe Festival.

Herring attempts to discover what makes us who we are. He blames the parents - his dad was also headmaster of the school he attended.

Richard Herring appears on Friday, January 30. Doors open at 7.30pm for an 8pm start. Tickets are £7 or £5 for concessions. To book call the Horsebridge on 01227 281174.

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## QUESTION & ANSWER

### CAROLINE HILLS



**Q** Now that you've sold Conquest House, having renovated it so extensively, what are you looking to do next?

**A** The future is one big question mark. I will probably be looking for another building in that state to renovate but I haven't got anything specific in mind at the moment. I've got some land in another part of Kent which has nothing of any interest on it, so I'll probably do a new build on it. I've never done that before.

We haven't got new premises yet. We are planning to run the internet side of the business for a while, and retain the workshops and warehouse. We are checking with the council to see if we can arrange private viewings, but we are not allowed to open the warehouse to the public.

**Q** How did you get into restoration?

**A** I owned a small building firm, but we'd only done cottages and things like that. When I came here in 1983 the building was a complete wreck – it was a massive task but I decided to take it on, but we'd done nothing on that scale. So I did have some experience, but I could have done with a lot more.

Canterbury council conservation department were wonderful, especially a man called Craig Bowley who is still a great friend of mine. They provided all kinds of help. Maintaining old buildings is an ongoing task. That's the price you pay for living in an historic city. It's so important to preserve old buildings, but many owners do not do enough, or anything at all.

**Q** Were you sad to go after putting so much work into restoring the building?

**A** I was sorry to be leaving in a way. It depends what mood I'm in. Next summer will be the first time that the new King's Mile can be seen in all its glory, with the new trees in leaf above the pavement cafes.

But I feel that I've left both the building and the street in a better state than when I came here, and I'm really proud of that.

I feel very privileged to have been part of it all really. I put an awful lot into this building, but I get a tremendous sense of pleasure from knowing what we've done here.

**Q** How did you get into antiques?

**A** I got into antiques through my partner, he was already very involved in it, and I needed something like that after taking on this place.

**Q** I understand Conquest House is something of a tourist attraction in its own right?

**A** We had to ask the tour guides to stop bringing them round! The shop just got overrun. We started showing small parties around but had to start charging £2 in the summer months; it's the only way to put some off.

Lots of tourists thought it was a museum. We even produced a short brochure giving a brief history of the building and people who pay their £2 for the brochure can take photos.

We had to put a lock on the door eventually,

so people press a buzzer to get in. It certainly helped deter shoplifters.

**Q** Did you get many shoplifters stealing antiques?

**A** People will try anything. Hiding paintings under coats, bringing in towels to wrap things up in... We lost several things over the years. There was one bloke who brought in a Victorian box with lots of little glass and silver perfume bottles in it. There was something dodgy about him and I couldn't help thinking I'd seen the box somewhere before.

There used to be another antiques shop just down the road, and I walked past their window every day. Suddenly I twigged that that's where I had seen it before. I said: "You've nicked that haven't you?" At first he denied it and tried to leave, but of course the door was locked. So then he attacked me to try to get me to let him out. Luckily there was another buyer upstairs, a Dutchman called Nick who is about six foot six. He rushed down the stairs and grabbed this bloke by the throat while I called the police. It turned out he had just been released from prison. He got another six months for that.

**Q** Any other adventures?

**A** Another time a man stole some paintings. But my partner, who is quite athletic, saw him and chased him down the road. He dropped the paintings and my partner picked them up.

Q & A

Gareth Arnold talks to antique shop owner Caroline Hills, the previous owner of Conquest House, an historic building in Palace Street, about her future plans, restoration, tourists and light-fingered visitors

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## EDITOR'S CHOICE

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# Fat chance to win money

## NHS scheme to offer obese cash incentive for losing weight

BY JENNA PUDELEK

OBESSE people are set to receive cash rewards from the NHS of more than £400 for losing weight.

But the Tories' health spokesman said he was "sceptical" about using taxpayers' cash to reward people for dieting.

East Kent health bosses are calling for hundreds of overweight men and women to take part in the trial and dieters can choose from cash or vouchers for holidays and shopping for dropping a few dress sizes or losing their beer bellies.

Rewards range from £70 for shifting 15lbs, to £425 for losing 50lbs and keeping it off for six months.

Shadow health secretary, Andrew Lansley, said: "While incentive schemes can be useful in helping people to lose weight, we are extremely sceptical about whether public money should be handed over in this manner.

### Exercise

"Incentives should be geared around sustaining people's drive to lose weight, for example by encouraging them to do more exercise, not simply handing over taxpayers' hard-earned money."

But the country is facing an obesity crisis - the NHS in east Kent alone spends around £200million a year treating people for diseases linked to being obese or overweight such as type 2 diabetes, heart disease and cancer.

NHS Eastern and Coastal Kent's public health specialist Claire Martin said: "In east Kent one in four people are obese so it is very clear that people need help to achieve a healthy weight.

"The whole issue of increasing levels of obesity is very complex and is clearly not just about choice.

"The annual cost to the NHS in east Kent is one fifth of its annual budget - so we need to look at ways of reducing this cost locally."



Picture: BEX FEATURES

**INCENTIVE:** Health bosses are calling on the obese to take part in trial to earn rewards for shedding excess pounds

If the 'pounds for pounds' trial is successful and value for money it could be rolled out across the county and nationally.

The NHS in west Kent forks out £130million and in Medway £70million a year treating the overweight and obese.

Nationally more than 9,000 people die too young from obesity.

Government figures show that by 2015 the county's taxpayers will be spending £448million on the over-eating and under-exercising crisis.

Obesity specialist Ms Martin said the focus of the Kent scheme would reward for gradual weight loss, a balanced diet and lifestyle.

Its aim is long-term weight control, she said.

But experts say many people over eat for emotional reasons and can turn to food like

some turn to drugs or alcohol.

Asked whether the dieters will be too motivated by the money and revert to their fatty food habits after collecting the cash, Ms Martin said: "We recognise that achieving a healthy weight is complex and different levels of service need to be put in place for different people.

"For a proportion of the population the trial might be the programme that makes the difference for them.

"For others, a more specialised service will be required and we are investing in other programmes that address greater complexities within individuals as to why they have difficulty achieving a healthy weight."

• If you want to take part in the trial visit [www.nhsweight-losstrial.com](http://www.nhsweight-losstrial.com) or call the helpline on 0800 849 4000.



POP IDOLS: The Cheeky Girls visited school in Sevenoaks

## Cheeky little visit for singing pupils

POP beauties The Cheeky Girls were in Kent last week to hand over the prizes in a major school music competition.

They met pupils at the Sevenoaks Preparatory School, who won the Royal London Society for the Blind's inaugural White Christmas singing competition.

Keen RLSB supporters The Cheeky Girls judged the competition for the RLSB, and then listened to the winning pupils from Sevenoaks Preparatory School perform their successful version of the classic, Ave Maria.

The winners will also be recording their winning song at the school's sound studio.

Year Six pupil Jordan said: "It's been great to meet the Cheeky Girls, and I'm certain we can defend our title next time."

The Cheeky Girls do not charge for their appearances for the RLSB.

Monica Irimia, said: "Gaby and I have been delighted to be judges in this singing competition for the RLSB, and it's been great fun to meet and listen to the children from local schools. We'll definitely be back again for judge the next one."

Second and third places went to Dunton Green Primary and Seal Primary respectively.

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# Joanna slams 'exaggerated' cost of letting Gurkhas stay in the UK

■ BY STEVE KNIGHT

ACTRESS Joanna Lumley has declared war on the Ministry of Defence for "exaggerating" the cost of allowing retired Gurkhas to settle in the UK.

Last September, High Court judges ruled the current system of allowing only those soldiers who retired after 1997 to remain in the UK was unlawful and ordered the Home Office to come up with new rules.

Former Absolutely Fabulous star Lumley is backing a national campaign to secure equal rights for the Nepalese fighters, many of whom are based in Kent.

Shorncliffe Barracks in Folkestone is home to the 2nd Battalion The Royal Gurkha Rifles, who are currently serving in Afghanistan,



**BATTLE:** Joanna Lumley is fighting for Gurkhas' rights



while almost half the soldiers from the Maidstone-based 36 Engineers Regiment are Queen's Gurkha Engineers.

Responding to fears that Gurkhas will become too expensive as a result of the court ruling and be dropped from the Army as a

result, Lumley said the numbers entering the country would be small compared with other immigrant figures.

She said: "The MoD is making wildly exaggerated claims that as many as 50,000 may come."

"The Home Affairs Select Committee took evidence on this matter last year, and the figure is more likely to be between 3,000 and 5,000."

"Many of them had money deducted from their pay to help pay for it. They have as much right as any British citizen to use it."

An MoD spokeswoman dismissed speculation that it planned to disband the Gurkhas.

She said: "Between 1948 and 1997, some 30,100 Nepalese men joined the Brigade of Gurkhas. There are no plans to disband the Gurkhas, who have served this country with distinction and honour over many decades."

"We are working closely with the Home Office as it develops revised immigration rules for the Gurkhas."



**REAL TWEET:** Get your binoculars out and take part in the Big Garden Birdwatch this weekend

## Your chance to join garden birdwatch

THE Big Garden Birdwatch – the world's biggest wildlife survey – takes place this weekend (January 24-25).

Last year, more than 16,000 Kent residents joined half a million people across the UK to note the birds in their garden, revealing which species were doing well and which were struggling.

Last year's results put starlings as the most common garden bird in the county, followed by house sparrows, although numbers of both species were down on previous years.

Hester Phillips, of the Royal Society for the Protection of Birds, said: "The survey started 30 years ago as a winter activity for our youth members. Now it appeals to both children and adults because it's fun, easy and only takes an hour to join in."

"Reaching our 30th birthday is a huge achievement and shows just how passionate people in Kent are about birds and wildlife."

"Over the last 30 years we've clocked up more than three million Big Garden Birdwatch hours in the UK, which is just incredible."

Last year, Kent participants recorded an average of four house sparrows per garden, compared with five in 2007 and 15 in 1991. This echoes the national trend, which has seen house sparrows decline by about two-thirds in the survey's 30-year period.

• For more details visit [www.rspb.org.uk/birdwatch/](http://www.rspb.org.uk/birdwatch/).

## Make 'em laugh at film festival

THINK you're funny? Can you put it all down on film? If so, you are in with a chance of taking part in an important film-making competition in Kent.

It's called the 2 Days Laughter Short Film Competition 2009.

It is free to enter and will be held on Saturday, April 4, at Theatre Royal Margate and is supported by Screen South and KCC Arts Investment Programme funding.

It is expected to attract more than 300 entries.

Beeping Bush Productions, which runs the 2 Days Later Short Film Competition, is bringing the sound of laughter back to Margate for

the second year of 2 Days Laughter Short Film Competition.

Following the success of the first 2 Days Laughter Screenings and Awards Ceremony last April, at the same venue, this year's competition has been expanded to include a special Young Comic Filmmakers' Awards section to allow schools and under-18s to take part.

Mick Etherton, the competition's co-director, said: "We hope this new category and matinee screening event will give an opportunity for Kent schools, youth organisations and individuals to try their hand at making us laugh."

• For more information, phone Mick Etherton or Chris Cordwell of Beeping Bush Ltd on 01843 223800. If you want



**REEL CHANCE:** Young filmmakers have a chance to impress at the 2 Days Laughter Short Film Competition to give your film a wider audience, you can upload it to our broadband TV website [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk).

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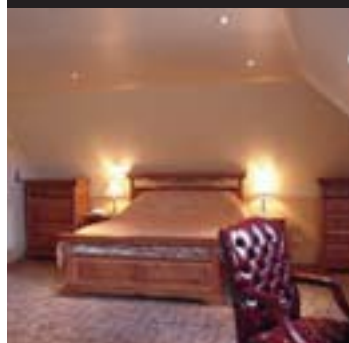
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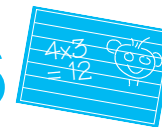
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**SOWING SEEDS:** St Stephen's Infant School is nurturing a generation of environmentally aware pupils and has earned an Eco-Schools Green Flag to go with its Fairtrade status



## 'Green' infants ensure nature meets nurture

ST STEPHEN'S Infant School joined an exclusive list as it became the 36th Kent school to be awarded the coveted Eco-Schools Green Flag.

This is the highest award achievable under the international Eco-Schools programme, and demonstrates the whole school's commitment to improving its environment.

Kent County Council chairman Peter Lake presented the award to pupils and staff at the school in Hales Drive, Canterbury, where he heard about some of the schemes that secured the award.

A major focus has been reducing waste the school generates, by composting fruit and vegetable snack waste to be used on the school's organic garden, and recycling paper, cardboard and ink cartridges.

And when St Stephen's bought new chairs, their old chairs were sent to Ghana to be used by a school there.

Pupils are also involved in the Green Tree Club, which meets weekly with the Eco-Schools co-coordinator to discuss environmental issues.

The club carries out environmental reviews around school and decides on future action. They have a notice board to show

■ BY GARETH ARNOLD

everyone what is happening around the school and produce a newsletter three times a year.

The school buys environmentally responsible products, including those for cleaning and painting, and pupils have designed signs to remind others to turn off lights when they are not needed and make sure taps are not left dripping.

Pupils act as monitors and meter readings are taken regularly to check the amount of energy being used.

Fairtrade is also important to St Stephen's. On Fridays the school shop sells Fairtrade products, including notepads from an Indian community the school is linked to.

And the green message does not stop at the school gates. During the last two years St Stephen's has worked to improve all aspects of the environment in and around the school and has spread the message to the community.

The school has held a green fair with locally produced and Fairtrade goods and a village show which included a cake competition.

In 2007 it became the first infant school in the country to gain Fairtrade status.



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## BREAK TIME

### FA's coaching course for teachers

TEACHERS, trainee and assistant teachers, and sport science students will be able to gain an understanding of the essential skills related to football coaching on a Football Association teaching course at Canterbury Christ Church University.

The six-hour course for coaching primary school children is led by an FA tutor and will take place on January 31 at the university's gym and at the Stodmarsh playing fields in Canterbury.

Participants will learn how to organise a small football game with basic rules leading to a full game situation.

Lesson planning is covered in detail on the course, which looks at progression in performance for coaching primary school age children.

Upon successful completion of the course, participants receive the Football Association Teaching Certificate Key Stage 2, a recognised qualification in the teaching profession.

The event is open to the public and costs £40 for students and £46 for non-

students. No playing experience of football is required. For more information and to reserve a place, contact Canterbury Christ Church University's sports and recreation officer, Kim Debling, on 01227 782679 or [kim.debling@canterbury.ac.uk](mailto:kim.debling@canterbury.ac.uk).

### Testing times with an eye on summer

MORE Year 11 students across the district are knuckling down this month for GCSE mock examinations.

Schools are rolling out exam papers to put pupils through their paces ahead of the real exams this summer.

Among the schools taking part will be the Simon Langton Boys' Grammar.

Some pupils at schools such as St Anselm's have already gone through the process however, taking their mocks prior to Christmas.

**SEND your schools news and pictures to [yourcanterbury@kosmedia.co.uk](mailto:yourcanterbury@kosmedia.co.uk). You can also upload your video clips of schools events on to [www.yourkenttv.co.uk](http://www.yourkenttv.co.uk)**



# yourcanterburyblogger

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## 'And the award for overblown attention seeking goes to ...'

WHY do they do it? Why do they not only humiliate themselves but everyone else around them – and on such a global stage?

I am, of course, talking about actors and actresses. And, more specifically, as they collect an award.

Look at Kate Winslet last week. I was, until recently, something of a fan. And part of her charm, I believed, was her down-to-earth nature. She was British and, therefore, I reasoned, in proud possession of a stiff upper lip.

How wrong I was. At the recent Golden Globes awards, she turned in an attention-seeking display worthy in itself of an Oscar, at the very least. Probably two.

She went through the whole range of overblown emotions. Gulping, gasping, blubbing, hyperventilating – you name it, she did it.

It was a truly ghastly spectacle and one which she should be wholly ashamed of. By all

means be happy; by all means shed a subtle tear. Just don't stand there bringing shame on our nation.

In fact, were there any justice, they'd have called her back on stage after she quaffed her first celebratory glass of champagne and told Kate her acceptance speech was so awful the award was being withdrawn and given to Dame Judi Dench instead.

She'd collect it sensibly, of that I have no doubt. Displays of such ridiculous, false and forced emotion should be banished.

However, I fear Ms Winslet's titanic display is only the tip of a gruesome iceberg (see what I did there – Titanic/Winslet/iceberg – clever eh?) which is making slow but steady progress towards the good ship Self Control.

Because on February 22 it is the Academy Awards. A ceremony which has disappeared so far up its own backside it has now emerged from its left ear. The Oscars leave me as cold as a cold thing on an icy day with snow forecast. They are injected with an importance which is

completely out of keeping with the medium. Now, we all like a film, and when we go to the cinema, apart from moaning about the price of popcorn, a good time tends to be had by all.

But movies are not the be all and end all. They do not deserve the world to grind to a halt every year so we can watch actors and actresses rewarded for jobs they already get paid millions to do. They do not deserve the TV schedules to be cleared in the morning so we can go live to a reporter standing outside Elton John's post-Oscars party.

Of course, what makes it all so much worse – the icing on the sickly-sweet cake – is the crushing possibility of Winslet winning again and making another complete display of herself. And that's worthy or someone – anyone – calling, "Cut!" surely?

**EDITOR'S NOTE: All blogs are supplied with full name and address of the authors. They do not reflect the view of the newspaper but are designed to give our readers the chance to air their views.**

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\* We cannot guarantee all articles will be published and all are at the editor's discretion



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# yourcompetition

## Tickets to The Vitality Show 2009, plus a £50 goodie bag



WANT to find the key to looking and feeling great this year? Then make a date with your girlfriends and head down to The Vitality Show at Earls Court 2, March 26-29, 2009.

Europe's largest health, beauty and wellbeing show is celebrating its 10th birthday this year – which means even more premium names, fabulous experiences and experts.

And for those after a more hands-on approach, this year's show offers even more opportunities than ever before. The Healing Herb Garden and the Health and Nutrition Stage are the perfect stop offs for girls in need of a nutritional boost, while the Zest Fitness Park provides an excuse to put on those trainers and get stuck into a workout session or dance class.

If you're seeking relaxation rather than perspiration, the luxurious surroundings of the Vitality Day Spa with its massages, reflexology and facials will be calling. And after a few treatments, visitors will be able to take advantage of the Nails Inc. bar and hair makeovers and styling tips from the hair salon. Other must-visit experiences include: The Oasis, a calming zone where guests can try out alternative ther-



apies at a fraction of the cost; The Top Sante Anti-Ageing Clinic full of talks from experts on how to look 10 years younger; the Organic Pavilion in association with LoveLula.com, a zone dedicated to certified organic, natural products and the fashionista's favourite Style Theatre plus so much more! KOS Media has teamed up with the Vitality Show to offer five lucky readers a pair of tickets to the show plus the lucky first prize winner drawn will win a Goodie Bag worth £50 (filled with goodies from some of the exhibitors from the Vitality Show) to go with their pair of tickets.

To enter, simply answer the question below and send your entry on a postcard along with your e-mail address (if applicable), name,

address, and daytime telephone number to Vitality Show, KOS Media, Apple Barn, Smeeth, Ashford, Kent, TN25 6SR. Closing date is February 27, 2009.

**Question: What date is the Vitality Show?**

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If you do not wish to receive any literature please write 'no literature' on your entry.

Tickets for The Vitality Show 2009 cost £14.50 in advance or £17.50 on the door. For all the latest news and information on the show, visit [www.thevitalityshow.co.uk](http://www.thevitalityshow.co.uk) or call 0871 230 5569 to book your tickets.

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## TALK TIME

### SARAH BARRATT

Sarah, 35, is author of The Special Educator's Tool Kit, a book designed to help people who work with children who have special needs



#### How did having special needs affect you at school?

In my case, being a child with special needs meant my school days were far from the best days of my life – they were more like a mission to conquer Mount Everest [she was born with a mild form of Cerebral Palsy with secondary visual difficulties].

My personal experiences in education and the impact of my own special needs left me with a fervent desire to help children in similar situations get more out of their school experience.

I want to ensure that no child suffers the same frustrations I did as my needs were not fully recognised.

#### Tell us about the book; why is it unique?

This book is unique because it aims to provide teachers, parents and medical professionals with a holistic understanding of the clinical, developmental and educational needs of special children so they can create meaningful, measurable and unique learning experiences for them.

I gained inspiration for the book while working in South India where I discovered there is no formal training of people in India to educate them effectively about special needs as there is in the West.

This book gives how-to and step-by-step guidelines and provides a background of problems and issues that may be encountered while working with special children.

• The Special Educator's Tool Kit is now available at all major online book retailers.

## YOUR LETTERS



### Time to shelve the early Easter eggs

There is such a multifarious variety of chocolate on our shelves for our selection and yet a Tesco spokesman claims the reason Easter eggs are in their stores four months early is due to customer demand.

Who exactly are these people who are craving chocolate eggs so desperately?

Do they actually exist?

I have never heard of a person who begins busily searching for Easter eggs to purchase the moment the Christmas and New Year feasting is over.

Aren't they already stuffed to excess and feeling sick at the very mention of chocolate?

Tesco and its many competitors excel at ruining our traditions by turning every day into one giant tacky advertising and sales promotion.

There is surely more chance of



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the Easter bunny being real than shoppers wishing to begin the Easter festivities before their Christmas pudding has been fully digested.

Clive Wilkins-Oppler  
Canterbury

### Council is wrong to keep charges same

Please note the volte-face over car parking charges by the council

cil was, at least in part, as a result of their own stated policies.

They stated that increases would be 'generally in line with inflation'.

Given that by the time these increases come into effect inflation is likely to be around zero, increases of up to 33 per cent, would mean their stated policies were deliberately misleading.

Zero inflation means zero increase. Perhaps they should never have put into the proposals the fatal words 'in line with inflation'.

Furthermore, with VAT being applicable to some charges, those figures should be decreased in line with the VAT reduction.

Thus far the council has stated it is not prepared to pass on these decreases to the public and is pocketing the money itself. These charges should be reduced.

And do we yet know if all charges are to be held? Will some be subtly increased by reducing the amount of time your money buys?

Nick Eden-Green  
Lib Dem Cllr, Wincheap Ward

### Panto deserves all the plaudits it gets

Can I please pass on my congratulations to the cast and everyone involved in this year's pantomime at the Marlowe.

It comes as no surprise to me that it has become the theatre's most popular ever show as I thought it was one of the best I have ever seen.

I have little doubt next year's show will be equally well supported – even if it is in a big tent.

Mrs G Hill  
Chestfield

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## Good entertainment is worth every penny

How encouraging to see that in these credit crunch times, when everyone is telling us that we're not going out and spending, that the pantomime sells the most tickets ever.

It just goes to show that we're happy to spend on good value, family entertainment, even when times are tight.

Gloria Fagg  
Canterbury



## Classy Iceland takes towns down market

Am I the only one left cold by Iceland moving in to both Whitstable and Herne Bay?

The company's appalling TV adverts with the awful Kerry Katona are hardly classy are they? And those prawns on a spoon they

were trying to flog over Christmas were disgusting.

Kay Legge  
By email

## Ford's influence was to county's detriment

I suspect I would not be the only Kent fan glad to see the back of Graham Ford if he decides to leave to take over at England.

Since he has been at Canterbury there seems to have been a deliberate move to replace all our home-grown talent with South Africans.

Some of them have been good, but some have been merely average.

And I resent the cream of our local stars having to go elsewhere to prove their worth and prove we should have kept hold of them.

Not to mention, of course, that England will be ideal.

After all, Kevin Pietersen is pretty much South African so it will make Ford feel right at home.

Robert King  
Chartham

## Great coach made a mark on Kent side

How typical. Just as Kent start to enjoy a bit of success, the man driving that, Graham Ford, is being linked with bigger and better things.

Kent's relegation from the County Championship may have been

disappointing last year, but it is easy to forget they were still in contention to win the title the week before results conspired against them and dumped them into Division 2 – that's how close it was.

Success in the Twenty20 Cup in 2007 – and a final appearance again in 2008 – was a fantastic effort in the most exciting and best attended version of the county game.

And although the team tasted defeat again in the final of the Friends Provident Trophy, it was still wonderful to have a day out at Lord's.

I'm sure, were he to be selected, Ford would make a great coach for England and guide them to great success. Just a great shame Kent would lose such an obvious talent.

H Potts  
By email

## Strike action insult to credit crunch victims

The fact that Kent County Council staff are looking at the possibility of strike action is frankly absurd.

At a time of economic crisis the council that lost untold millions in the Icelandic banking fiasco has staff working for it that feel their pay increases are not enough.

What an insult to those who are at risk of losing their jobs or have already done so. There is no excuse whatsoever for this blatant greed and lack of consideration for others.

Mike Roach  
By email

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## ED BYRNE

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seems to be an unstoppable  
force in the world of stand-  
up comedy.The likeable funny man has added  
60 extra dates to his Different Class  
tour, after his autumn gigs fully sold  
out. His show was the fastest selling  
ticket at last year's Edinburgh  
Fringe Festival and demand for his  
comedy has continued to snowball.Fans will have to move fast if they  
want to get hold of tickets for his  
Kent dates. One of his two nights at  
Tunbridge Wells' Trinity Theatre had  
already sold out at the time of writing,  
while the other was selling fast.  
Tickets for his gigs at other venues  
will be snapped up before too long, so  
do not waste time if you want to see  
this master at work.The Perrier Award-nominated  
comic, who used to sport a long pony-  
tail, is a prolific performer and a  
favourite at the Edinburgh Fringe. In  
2007, his Standing Up and Falling  
Down tour was also a sell-out suc-  
cess, delighting audiences all over  
the country.The floppy-haired Irishman, 36, is  
also a big hit in other countries, hav-  
ing taken the last tour to Australia  
and New Zealand. He has given  
acclaimed performances at comedy  
festivals and clubs in Montreal,  
Paris, Singapore, Belgium, Australia,  
New Zealand, Los Angeles, New York  
and Aspen. American television  
viewers have embraced his style of  
comedy - he has been invited to  
appear on popular talk show Late  
Night With Conan O'Brien five  
times.Byrne's UK television work  
includes numerous memorable  
appearances on panel shows such as  
Mock The Week, 8 Out of 10 Cats,  
Never Mind The Buzzcocks and**FUNNY:** Tickets are selling fast to see Ed Byrne when he comes to Kent during his tourHave I Got News For You. He has  
hosted his own series, Ed Byrne's  
Just For Laughs, on Irish national  
channel RTE and is the voice of the  
Carphone Warehouse commercials.His talents are not restricted to  
stand-up and voice-overs. Byrne has  
branched out into acting, both comic  
and straight, landing key roles in a  
number of TV shows, films and stage  
productions. He has appeared in the  
films RAT, I Could Never Be Your  
Woman and Are You Ready For Love  
and played the lead character in  
Jason Rothwell's Zemanovaload, por-  
traying an obsessive screenwriter.Byrne won a role in a Father Ted  
Christmas special, playing a grungy  
teenager, and appeared as DavinaMcCall's flatmate Alex in the ITV sit-  
com Sam's Game. Fans of the day-  
time TV series Doctors will have  
spotted Byrne playing wheeler deal-  
er Mickey Moran. As a stage actor,  
Byrne played the lead role in a 2004  
production of Brian McAvoy's Kings  
Of The Road.His recent marriage has provided  
plenty of material for Different Class,  
which focuses on Byrne's claim that  
he is unable to fit in with any class of  
people.Ed Byrne will be at Trinity  
Theatre, Tunbridge Wells, on Friday,  
February 6; Orchard Theatre,  
Dartford, on Saturday, February 21,  
and Central Theatre, Chatham, on  
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## CLARE TEAL



Friday, January 23  
Marlowe Theatre, Canterbury

GET happy in the company of award-winning jazz singer Clare Teal when she visits Canterbury this week.

The acclaimed vocalist, songwriter and broadcaster is considered by many to be 'the first lady of jazz' and one of Britain's most exciting performers. Fans will hear tracks from Teal's latest album *Get Happy* – recorded in just a few days – which includes familiar favourites such as *Cheek To Cheek*, *Begin The Beguine* and *The Very Thought Of You*, alongside some new, self-penned songs.

Teal's mantelpiece is loaded with industry awards, including BBC Jazz Vocalist of the Year 2006 and British Jazz Vocalist of the Year 2005 and 2007. She is also a popular radio presenter, hav-



ing deputised for Sarah Kennedy. Previous shows include Clare Teal's Jazz Divas and Al Bowlly – Britain's First Pop Star, a series profiling the 30s singer. Teal currently presents *The Big Band Special* and *Friday Night Is Music Night*.

Teal will be supported by local musicians Tony Coe and David Rees-Williams. The concert starts at 7.30pm and tickets cost £18.50/£16.50. Book online at [www.marlowetheatre.com](http://www.marlowetheatre.com) or call the box office on 01227 787787.

## MARK WATSON



Saturday, January 31  
Gulbenkian Theatre, Canterbury

TAKE a journey through the mind of prolific comedian Mark Watson in his latest stand-up show.

After enjoying sell-out performances at last year's Edinburgh Festival, Watson is now on the road with *All The Thoughts I've Had Since I Was Born*. In an attempt to reclaim his sanity, he has decided to chronicle every thought he has ever had during his entire life. This covers a myriad of experiences, from run-ins with would-be stalkers to the most embarrassing incidents he has endured.

Renowned for his 24, 33 and 36-hour shows, Watson is one of the hardest working comedians in the business. Last year he won Best Show at the Adelaide and Sydney Comedy Festivals, completed a 100-date tour of the UK, Australia and New Zealand and recorded a second series of his Radio 4 show, *Mark Watson Makes The World Substantially Better*. He also trained as a climate change lecturer under Al Gore and published his third book, *Crap At The Environment*.

The show starts at 7.45pm and tickets cost £15/£13. Call 01227 769075 or see [www.gulbenkiantheatre.co.uk](http://www.gulbenkiantheatre.co.uk).



Picture: [www.photobit.net](http://www.photobit.net)

## CORRIDOR ARTS



Ongoing  
Marlowe Theatre, Canterbury

ARTWORK inspired by sand dunes and music can be found in the corridors of Canterbury's Marlowe Theatre this month.

Maidstone-based photographer David Tovey focuses mainly on landscapes and nature. His latest exhibition, *Sand Sea – A Series of Photographs From The Namib Desert*, explores the harsh beauty of the desert and the astonishing shapes formed with sand by multi-directional winds. His limited edition giant canvases of



breath-taking sand dunes (pictured right) can be seen in an exhibition created especially for Corridor Arts until February 5.

Inspired by the Toccata form of music, Julie Blyth's colourful handbags (pictured centre) are becoming highly sought-after. The bags,



stitched and dyed by hand, they have supplied retail outlets as far away as Scotland, but theatregoers can see examples of these beautiful pieces in the Marlowe Theatre bar.

Other pieces to be admired include portraits by Maidstone-born artist Merrie Curtiss-Fuller, as well as the theatre's collection of 'star portraits'. Patricia Wilson Smith has put together an exhibition, *By Special Request*, which features some of the 300 photographs collected over the years and is dedicated to all who work at the Marlowe.

## CANTERBURY LEISURE

### Art Deco venue invites you to enjoy 30s sound

DRIFT back to 1930s Paris when a very special ensemble performs in East Kent. Fleur De Paris specialise in chansons and musette, made popular in the cafés and music halls of Paris from 1930-50.

They will be visiting Deco 5, Whitstable's Art Deco wine and cocktail bar, at 8.30pm on Saturday. Tickets cost £8 in advance or £10 on the door. See [www.deco5.co.uk](http://www.deco5.co.uk) or call 01227 770079.

### Have your say on the best piece of public art

ART lovers have the chance to nominate their favourite piece for the 2009 Rouse Kent Public Art Award.

A total prize fund of £15,000 is on offer for artists who have created a popular public artwork between April 1, 2007, and March 31, 2009.

For full details see [www.rousekentpublicartaward.co.uk](http://www.rousekentpublicartaward.co.uk). The closing date is March 30.

### Head to theatre to act up for Burns Night

CELEBRATE Burns Night at the Herne Bay Little Theatre.

On Saturday, enjoy a seated buffet and theatre entertainment in the Greenroom from 7pm. The plays are *The Show Must Go On* by Stella Wynn James, *Countdown* by Alan Ayckbourn and *Is It Something I Said?* by Richard Harris.

Tickets cost £7, call 01227 366004. See [www.hblt.co.uk](http://www.hblt.co.uk) for more details.

### Enjoy beautiful voices in magnificent setting

EXPERIENCE the music of Mozart in the stunning cathedral with Canterbury Choral Society's next concert.

The programme will feature Mozart's *Requiem* and *Sinfonia Concertante* for Violin and Viola, along with Pergolesi's *Magnificat*.

The concert starts at 7.30pm on Saturday and tickets are priced from £8 to £25. To book call 01227 787787.

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# Family matters for this successful duo

Mother and daughter  
have joined forces to  
turn Salon 143 into  
One 4 Hairdressing  
and Beauty

## ■ One 4 Hairdressing and Beauty

SUE Pordage has drafted in her talented daughter to manage her successful Herne Bay salon.

Previously known as Salon 143, it is now One 4 Hairdressing and Beauty.

Now both mother and daughter intend to combine their expertise and experience to bring further success to an already much-admired business.

Her daughter is no stranger to the beauty business, having successfully managed another salon in Canterbury.

Sue started up the business in 1994 by taking over an existing salon and she wasted little time in working her magic on it.

Within two years major improvements had been made, bringing in a wide range of clientele who took advantage of the aromatherapy and other beauty treatments on offer.

The premises were expanded to take on board a custom-made beauty room, which is light and spacious, while the hairdressing salon itself was expanded to cover two floors.

The business caters for all ages and it is not unusual to have a daughter, mother and grandmother all enjoying treatments together



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Currently one of the most popular ranges on offer is the Goldwell product Dualsenses.

Sue explained her philosophy. She said: "The customer is always right," she said. "However, advice on hair styles and care is important

and we all aim to achieve the best results for our clients.

"My daughter has now joined us as manager – she has been working in Canterbury for the last five years and is a very successful hairdresser who specialises in hair extensions."

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# beauty guide



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## Come and join in this celebration of beauty

### ■ Woodlands Hair and Beauty

THIS popular centre is about to celebrate its first anniversary after concluding a very busy and most enjoyable 2008.

So, to celebrate, on Friday, January 30, from 1pm-7pm they are offering 10-minute taster sessions for a small donation to Cancer Research and/or Multiple Sclerosis.

However, if you do not require a treatment you are welcome to just pop in and have a look at what is on offer over a glass of wine to help the centre mark its first birthday.

Some of the treatments on offer include free hair consultations, mini manicures, facial waxing and a large variety of massages.

You are advised to book your appointment, so call the centre on 01227 713371.

Woodlands Hair and Beauty offers a professional, comprehensive service set in a relaxing, tranquil setting. The salon and beauty rooms offer a unique ambience it believes promotes an environment which enhances your personal privacy and enjoyment, thus maximising the beneficial effects of your treatment.

For its range of beauty treatments and holistic therapies, the centre uses a range of hand-blended aromatherapy products which can be tailor made to suit your individual requirements. These can be used as part of a therapy



or at home for relaxation and also to help with specific ailments such as eczema, allergies and the common cold to name a few.

Gift vouchers make excellent presents suitable for all occasions. And with Valentine's Day just around the corner why not treat that special person in your life to a special treatment at the centre? The wide variety of treatments and therapies offer something for everybody. All vouchers and products are attractively boxed and wrapped.

### TOP TIPS

#### One 4 Hairdressing and Beauty

The brutally cold weather can do considerable damage to usually healthy locks. Protect and revive your hair with a deep conditioning treatment once a week, such as Dualsenses' 60-second treatment from Goldwell.

#### Woodlands Hair and Beauty

With the party season behind us, it's a good time to keep to those New Year resolutions. Drink that extra glass of water, exercise a bit more or treat yourself to a much deserved massage, manicure or new hair style.

#### Ecorium

When your skin has to cope with the icy weather we are experiencing, it is essential to keep it in optimum condition by using a moisturiser that contains essential fatty acids, better known as omegas 3, 6 and 9. Remember to stay hydrated too. You may not feel thirsty but it is essential to keep your levels of hydration topped up.

#### Owlers Nook

Winter flu and snuffles are here, so get out your oil burners and mix six to eight drops of natural fragranced camphor or eucalyptus essential oils with a few drops of water and sit back in a cosy chair, taking deep breaths to help clear your nose, head and chest.

#### Thanet College

Keeping your hair and skin in top condition means working with the weather. Although you may be tempted to soak in a hot bath during the cold, this dries your skin out more. Keep your bath water tepid. Don't dry your skin completely, but smooth a moisturiser over your damp skin.

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Two friends have dreamed of their fairytale wedding since they were ten. Now their weddings have been double-booked and each must go the extra mile to stop her 'best' friend's special day.

# Director chooses life for film number seven

■ BY SHEREEN LOW

DANNY Boyle likes a challenge.

That's why the English filmmaker, who has seven films to his name, embraced the chaos of India for his latest movie.

The Bollywood-inspired Slumdog Millionaire has already won many awards, including four Golden Globes and is bound for potential Oscar honours.

Shot in Mumbai and starring Skins star Dev Patel, the film centres around Jamal Malik, a street kid who finds himself facing the all-important question when he appears on the game show Who Wants To Be A Millionaire?

In terms of subject matter, it couldn't be further away from his last film, the space adventure Sunshine.

"It certainly felt like a chance to do something so different and there isn't a bigger contrast from outer space than Mumbai," says 52-year-old Danny. "I loved that change because Sunshine took too long and it was too isolated an experience making it, you're cut off from people really. It's so meticulous to detail."

"You can't worry about that in India. You have to go with it, you can't control things. Space movies are all about control and directing, but in India, you can't. You'd just waste your budget trying to control anything."

Always eager to adapt, the Lancashire-born director welcomed the challenges and changes working in India brought.

"I loved it. If you go with the right attitude, it's an incredible experience," he says. "It changes you forever. You're just learning the whole time. I find it an extraordinary place."

"All life is there in all its beauty and ugliness. There are such extremes – of wealth, poverty, happiness, sadness, horror, extraordinary redemptive things – and they don't sepa-



ON LOCATION: Danny Boyle went from Space to India

rate them. As a place to drive a story through, it's fantastic. For me directing it, it's amazing – the energy of the place, the potential.

"I'm a complete devotee of it now. I could easily make another film there, I'd love to go back. It has enormous heart, you know."

Danny loved the country so much he decided to incorporate a Bollywood-style dance sequence into the film.

"It was genuine," he says. "If you're there for a lot of time, you just have to dance. It's just natural. It would have been wrong not to do that. It's like making a film about America

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without showing a motorcar."

Despite making numerous films since, Danny is still closely associated with his second movie, Trainspotting. The 1996 film became a cult classic and rumours have been circulating ever since about a potential sequel.

He admits he would love to get involved with the project if it ever took off.

The idea is to use the same actors playing the same parts but they've hit middle age, literally," he says. "The problem is they [the original cast] don't look middle-aged yet."

"They look pretty much the same still, and you think, 'how long are they going to stay looking like that?' because at some point, age is going to go 'boof', and when it does, we'll be there waiting for it."

SLUMDOG MILLIONAIRE

Certificate 15



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# BEAT THE CRUNCH

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Driving costs a bomb – we look at how to save motoring money

## Essential guide to where you can save

■ Signature Miramar, the retirement and residential home in Beltinge, Herne Bay, is offering 14 nights' stay for the price of 13

■ Colour Choice Conservatories in Margate is offering free colour on conservatory orders

■ Living Out Log Cabins in Chestfield and Maidstone is offering 15 per cent off plus free delivery on all DIY log cabins

■ County Garage in Herne Bay is offering 15 per cent off Ford accessories. Includes car mats, mudflaps, boot protectors, scuff plates, alloy wheels, roof bars, chrome tailpipe finisher, dog guards, roof boxes, parking sensors

■ Home Plus in Ashford and Chatham is offering £200 off when you spend over £1,000

■ FG Barnes in Maidstone is offering free six-month road fund licence with all used cars

■ Orchard Spot in Maidstone is offering one free pudding with a main course purchased from the Sunday carvery

■ Dartford Portable buildings in Dartford is offering up to 10 per cent off timber buildings. Finance available on Crompton garages

■ KOS is offering Alex classic light – one of the world's best reading lights, £84.99 save £30

■ Kentish Hardwood flooring in Rainham is offering 15 per cent off Kardean products

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■ KOS is offering a big button digital cordless phone for just £24.99 – save £20

■ Medway Stoves in Medway is offering a free companion set with any multi-fuel stove purchased

■ Positive impact golf in Manston is offering £10 off any lessons

■ County Garage in Herne Bay is offering a free winter health check and free 29-point including wash and vacuum

■ Aylesford Self Storage in Aylesford is offering three months' free storage for a year for all new document storage clients

■ Orchard Spot in Maidstone is offering one ticket get one free for music nights, meal only

■ KOS is offering all-seasons duck duvet, two duvets that button together from only £39.99, save over 50 per cent, various sizes

■ KOS is offering leather organiser handbag by Jane Shilton only £49.99 inc p&p saving £40 off RRP

# Welcome to KOS Media's guide to beating the crunch

So 2008 was the year when the UK faced up to a financial reality check.

Soaring house prices led to massive mortgages which many people couldn't really afford.

With many banks and building societies actively encouraging people to borrow even more, the bubble was bound to burst – and it did, big time.

That would have been bad enough on its own, but the debt dominoes and the house of

credit cards fell just as we were entering an economic downturn which was part of the global commercial cycle of ups and downs.

On its own, the downturn would have probably not been too bad (we'll never really know, of course), but with the borrowing binge hangover what would have been a bad cold in the City turned into a vicious bout of financial 'flu which affected just about everyone.

But 2009 is another year, another new start.

So let's all try and fight back against the credit squeeze, and make some resolutions

about CCCs – climate change changes.

Here KOS Media writers have gathered some topical tips and advice about how to cope.

We have looked at everything from making a household budget to ideas for cheap holidays, and advice for businesses from experts to how to make your motoring money go that little bit further.

And we have also prepared a series of videos giving practical advice on how to save cash, so join our presenter Julie Maddocks at yourkenttv.co.uk.

## How you can save money – just click on vouchersforkent.co.uk

TO TRY and help all our readers through credit crunch KOS Media – the publisher of this newspaper – has joined forces with businesses across our county to come up with some very special deals, discounts and offers.

Getting these offers really couldn't be easier – simply log onto vouchersforkent.co.uk and you can start saving money today.

Using our unique and easy-to-use page turning e-edition you can browse through the online voucher books to find the offers you want to take advantage of.

There are three different voucher books – leisure, food and drink; retail trade and services; and motors and servicing.

To save money, simply print out the voucher you want and take it to the business offering the deal.

There are fantastic range of bargains on offer – from cheap nights out to beat the credit crunch blues, to money-saving deals on home improvements.

There are no limits on the number of vouchers from the booklet you can use, so there are

lots of opportunities to save money and reduce your shopping bill.

But please take note to read the terms and conditions on each voucher carefully – not all the offers last forever and have to be used by a certain date.

We wouldn't want you to be disappointed by missing out on any bargains you want.

To get a taste of some of the deals available online, see the lists of offers included on the pages of your special Beat The Crunch supplement.

**FOR ALL THE INFORMATION ON HOW TO INCLUDE YOUR BUSINESS ON VOUCHERSFORKENT.CO.UK TELEPHONE KOS MEDIA ON 01303 817150**

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# Don't buy into store tactics

## Read this and you really will save cash at the supermarket

By **JEFFREY STRAIN**

BY far the best way to truly keep your supermarket shopping expenses under control is by understanding how supermarkets entice you to spend more than you really want.

Here are some ways that supermarkets manipulate you into spending more than you had planned and some simple steps you can take to save money.

Supermarkets intentionally smell of freshly-baked goods. That makes you hungry. Hungry shoppers spend more cash. Fact.

So, only go shopping after you have had a meal and are full. If timing doesn't allow for you to do this, at least drink a couple of glasses of water before leaving to make you feel full before shopping.

Did you ever notice that when you only need to buy a few vital items, they are spread out across the supermarket? Putting basic staple items in the same general area would make happier customers, but supermarkets know that the longer you are there, the more money you are likely to spend. Stores are deliberately designed this way.

Although there is no way around going to the far corners of the store to get the groceries you need avoid impulse purchases.

Make a list of the items you need and stick to it. Get into the habit of making a single trip once a week – thus reducing your time

in the store and the risk of impulse buys.

Manufacturers of brand-named products pay hefty fees to stores to have their merchandise placed on the shelves at adult eye level (and child eye level in the case of products aimed at children such as cereal).

That means products placed at eye level are usually the most expensive so take a few seconds to look at the upper and lower shelves. Similar products are placed together and simply looking will often reveal the same product at a much better price.

Take the time to check the other brands and see if there is a better deal.

And always remember that if you weren't

planning to buy the item and you don't really need it, then it really isn't a bargain for you, no matter what the price.

The checkout aisle of a store is like a mini mart in itself. This is because supermarkets know that they have a captive audience while you wait in line to pay for your groceries.

The best way to avoid these temptations is to plan your shopping during off-peak hours.

By taking the time to understand how the supermarkets try to influence your shopping and spending habits, you have now put yourself in control. Utilise the suggestions about how to counter the supermarkets' selling techniques and you will be able to control your gro-

cery spending to a much greater extent and should have a much easier time keeping to your monthly food budget.

• **Jeffrey Strain is a journalist who always plans to save you money. See more at [www.savingadvice.com](http://www.savingadvice.com).**



**OFF YOUR TROLLEY:** Don't buy things you don't really need, always take a list shopping

### Top tips to save while supermarket shopping

- In addition to using coupons, try to buy only the "loss leader" specials (those big sales advertised in the newspaper ad). Buy lots of these items and freeze or store for the future.
- Did you know that you can freeze milk? Use frozen milk within three months. Remember to pour a little of the milk out (into another jug) before you freeze it, so that it doesn't expand and burst the plastic jug. It will look yellow when frozen, but will thaw out and look normal. It saves on trips to the supermarket.
- Plan ahead on your meals. For instance, Mondays: chicken, Tuesdays: minced beef, etc. Add rice, vegetables, pasta or potatoes for the side dishes. When you break it down you have for example chicken, four times a month so there is no boredom.

- For those money-saving big shops, keep two or three laundry baskets in the back of the car. Cheaper than buying another 'bag for life' and saves plastic bags.
- Buy meat when it's in the "reduced" section when the 'sell-by' date is that day or one day away. Freeze when you get home.
- If you want to make saving cash fun and you like to cook, scan through my favourite cookbooks and plan out an entire month's menu in advance. One mum who does this said: "I make an inventory of the food I do have and then make a list of what I need to go on one big grocery shopping excursion. This minimizes the amount of trips I need to make in a month, thus saving me on my grocery budget. I only need to go every other week for milk, fruit and deli meat."

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# Don't let the credit crunch bite you



**STRESSED OUT:** Don't let financial worries make you ill, take measures to stay relaxed

INCREASING bills, shrinking credit and gloomy forecasts that financially life can only get worse are fast becoming the ingredients of a toxic cocktail that threatens the nation's health.

Headaches, nausea, sleeplessness and exhaustion are thought to be just a few of the symptoms of today's most topical medical condition, Credit Crunch Stress.

Already there are reports of increased levels of depression and tension headaches, not to mention health problems associated with economising, like skipping meals, cancelling gym memberships and drowning sorrows with alcohol.

Recently, 39-year-old postman Duncan Wilby from Yorkshire became one of the early fatalities of the current economic crisis. It was reported that, apparently troubled by financial problems, he took his own life.

Dr Nick Read, a physician and psychotherapist who specialises in stress-related conditions is just one expert predicting the medical profession may soon see a surge in illness caused by money worries.

He says: "The current situation with growing financial uncertainty and anxiety about the future is bound to impact on people's health. Many will feel overwhelmed and worried that they can't cope."

"So doctors may well see more and more people exhibiting symptoms which are triggered by stress such as back pain, breathlessness, muscular tensions, and gut complaints."

"Stress also exacerbates existing illnesses like eczema, asthma, arthritis and migraines."

He estimates that currently around 50 per cent of patients visiting doctors have illnesses which cannot be diagnosed or properly treated

By **GABRIELLE FAGAN**

but whose origin is stress.

Stress hormones have a range of damaging effects on the body. Adrenalin increases inflammation, makes pain worse and ties the guts in knots. Cortisol raises blood sugar and blood pressure, makes infections worse and induces obesity and exhaustion.

Sleep deprivation caused by money worries is already, according to research, affecting those in particularly vulnerable professions – estate agents, lorry drivers and taxi drivers.

They are enjoying less sleep – only at best six hours a night – than those in other professions and trades, found a survey by Travelodge.

Its findings are backed by new research by sleep aid, Sominex, which discovered that a third of those it surveyed had disturbed nights because of money worries and a further third toss and turn over job worries.

Dr Wendy Denning, director of an integrated health centre in London points out: "Although our physical welfare has a massive impact on how we feel and behave, ironically it's often neglected in times of stress."

"Even simple things can help. For instance when we're stressed we breathe less efficiently and take more shallow breaths, which doesn't get enough oxygen to our brain and body. Deep breathing exercises could improve that."

## Soothing sleep

Dr Denning's advice is, don't work until you're literally too tired to do any more as you'll be too exhausted to switch off sufficiently to rest, and avoid watching television late at night as it stimulates the brain.

## Sex and the City

Scottish scientists reportedly found that sex

isn't just an effective stress reliever for a short time – but that the benefits of one session helped to keep stress at bay for up to a week.

Unfortunately anxiety and stress is known to reduce libido. Dr Denning says: "Relaxation techniques can help, but talk about any problems with your partner or seek advice from a specialist."

## Don't panic

Panic attacks may be a symptom of stress and anxiety. These can last for a brief period of around 15 minutes and feature a range of symptoms including dizziness, nausea, sweating and a racing heart.

Among the treatments which can be recommended by a GP is Cognitive Behavioural Therapy (CBT), which involves weekly sessions where the sufferer talks to a therapist. There are also self-help tips, including breathing techniques.

## Beat the blues

Low mood as well as feeling more irritable, forgetful, and finding it harder to concentrate can all be symptoms of stress, says Dr Denning.

She recommends a multi-vitamin and mineral supplement to boost the body as stress may deplete levels of key vitamins like B and C, and magnesium and zinc.

## Face reality

Fear of what may happen in the future is a major factor in raising stress levels, according to Richard Hilliard, director of the Relaxation for Living Institute.

He said: "Make a plan. Bridge the gap between where you are now and where you want to be by creating actions that move you towards your goal. Feel good about yourself when you achieve even small steps and try to appreciate the positive things in your life."

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To see this clip, search 'recycling'  
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We look at how you can both make and save money by recycling in this KOS Media credit crunch special film

## Essential guide to where you can save

■ Farleys Furniture store in Ramsgate is offering 10 per cent off all lift and rise chairs and motion beds

■ Kingfisher Blinds in Ashford is offering motorised blinds for just £149 inc VAT

■ Holiday Inn Express Hotel in Ramsgate is offering rooms at £49.95 per night including bed and breakfast and free parking

■ H & H Flooring in Deal is offering an extra 10 per cent off all carpets

■ KOS is offering a set of Bypass and anvil secateurs for just £16.99 save £10

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

# Stop burning your money

## Changing energy suppliers is a lot easier than you think

By **CHRIS BRITCHER**

CHANGING energy suppliers has received a lot of bad press over the years.

Tales of unscrupulous door-to-door salesmen signing you up without your knowledge and the myths which surround the actual process have made many steer clear.

Yet the reality is, the process should be quick, simple and save you potentially hundreds of pounds during the course of the year.

Firstly, let's dispel the biggest myth of them all. Changing supplier will involve no new pipes, and no hassle.

From your point of view the only difference will be a different company's name appearing at the top of your monthly bill – and less money leaving your bank account.

All you have to do is identify who you want to supply you with energy and notify them and settle up with your current supplier. There will be no break in your supply and all existing equipment will remain the same.

But crucially, do your research – and don't be

hassled by a salesman either on the phone or your doorstep if you don't feel comfortable. Remember, it's your business they want and you're in control of who you give it to. If you're not sure, or are getting confused, simply tell them you'll think about it and thank them for their time. Sign nothing unless you are certain you want to change supplier.

### Special offers

Fortunately, with the internet it has never been easier to compare the price of gas and electricity, find out the reputation of companies and hear of problems other customers have had.

Suppliers frequently have online special offers too – cutting prices further simply by switching to an account you monitor via the web.

Independent comparison websites such as uSwitch.com and Moneysupermarket.com are particularly useful. At the click of a mouse



**HOT TIP:** Find the cheapest energy prices online using a comparison website

they can guide you to the best prices so you can make your own decision.

Scott Byrom, is utilities manager at Moneysupermarket.com. He explained: "Energy bills are well over the £1,000 mark and while the energy giants may cut prices in the coming weeks, changing to a cheaper tariff is something I highly recommend."

"With so many people needing to tighten their purse strings, a saving of almost £1,801 on average could make all the difference. Changing to an online tariff also gives consumers the opportunity to keep track of their payments and have a clearer idea of their balance by managing their account online. As well as swapping from standard to online, changing payment method to monthly direct debit will also guarantee savings."

But you may not even need to change suppliers to achieve noticeable and useful savings. Speak to your current supplier and discuss with them your usage. It is possible simply switching to a different tariff could save you pounds.

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# For some it's only a small downturn



## SMEs can be adaptable in rapidly changing markets

By **TONY PATEY**

SMALL is beautiful was a big catchphrase a few decades ago, but it's certainly come into its own since our economy has taken a downturn.

What are referred to as SMEs (small and medium sized enterprises) often have the agility to react more swiftly to rapidly-changing market conditions than large corporations – rather like how tiny mammals survived when lumbering dinosaurs perished millions of years ago.

In a downturn markets shrink and anyone forking out cash wants value for money. So firms have to work smarter, not just faster. Creative bosses will be asking staff for ideas which could work for the whole team's benefit.

Also, many outfits think that shedding staff can be a good way of cutting costs – it can be, but it's first got to be thought out very carefully.

'Last in, first out' doesn't work any more

when you're considering making redundancies because that could land you with an expensive claim for discrimination.

Simon Morgan of Dartford-based HR Dept warns that redundancy is never an easy option, and it needs to be handled properly if it is going to make a positive, rather than negative, impact on your business.

"Many SMEs use redundancy as a way of dealing with a poor performer but this is the surest way to make the dismissal unfair.

"How you choose who to lose when there is more than one person doing the same role has to be decided by an objective selection criteria and consulting with all staff affected at every stage of the proceedings.

"In addition to completing the redundancy process on the right side of the law, you need to think about the rest of your workforce.

"Being left with a smaller team who may be

anxious about their own job security or, even worse, who harbour ill-feeling towards senior management, may negate the positive effects you were hoping for with a smaller, more tightly knit team."

When it comes to finance there's little real helpful advice to give. It depends on each individual firm now, because the banks have drawn in their horns and treat any loan or overdraft request with a beady eye.

But, every bank has stressed to me that firms which have been good customers in the past and come up with good business plans or ideas will get a fair hearing – and stories I've done recently in the Business section of Saturday Observer and Kent on Sunday have backed up this claim.

Now's a good time for firms to check out leases and rentals on properties – to see if it's possible to negotiate any new terms.

It's a buyers' market in commercial property at the moment, so companies seeking new premises should be able to work out some very favourable deals.

## Essential guide to where you can save

■ GG Racing in Ashford is offering £10 off a 1/400th share

■ Cox & Son furniture and soft furnishings store in Ramsgate is offering free checks, measures and hangs on curtains

■ Avalone Flooring Ltd in Strood is offering 10 per cent off decorative flooring

■ County Bed Company in Tonbridge is offering 10 per cent off any headboard when purchased with a bed.

■ Robins and Day Motors in Maidstone is offering free winter health checks (normal RRP £19.99)

■ Something Old Something New in Westgate-on-Sea is offering 10 per cent off when you spend over £100

■ Winter Gardens Theatre in Margate is offering discount theatre tickets

■ St Lawrence Tavern pub and restaurant in Ramsgate is offering buy one main course and get one free

■ Village Hotel in Maidstone is offering £2 off the full ticket price for Burns night/Pink tribute night or ultimate Swing Night

■ Spand Motors in Hythe is offering a free mini valet with any full service

■ KOS – Experience the natural comfort, warmth and luxury of a traditional feather mattress with the innovative mattress topper from only £39.99 save over 50 per cent. Various sizes available

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# Going bargain hunting has never been easier – just click and save

By **TOM BETTS**

AS OUR bank balances are squeezed by the credit crunch, some financial experts suggest turning to the internet to make the pennies stretch further.

The savings that can be found online could make the read-out on the ATM screen that little bit more bearable... if you are computer-savvy enough to hunt them down.

While the large supermarket chains find more and more ways to reduce the retail price of their stock, web stores have also had to offer great deals to keep customers spending.

The obvious places to start are the price comparison sites, of which there are many.

The cheapest possible charges on everything from car insurance to Nintendo Wiis can be found on sites such as moneysupermarket.com and kelkoo.co.uk.

The process can be time-consuming, but is worthwhile as huge savings can be made.

Talking to people around the county, the message was clear.

Matthew Bates, 33, from Whitstable said: "I brought a new iPod 8BG Nano with my Christmas money on the net, and used Kelkoo to find it.

"What would have cost me more than £100 on the high street cost £84 on the net."

So much for luxuries, but with winter doing



**SCREEN SAVER:** Online shopping can really help you save your hard-earned money

its worst, the cost of your energy bills is worth looking at.

Click on energyhelpline.com or uswitch.com to set about making pound-saving changes.

Lorraine Pattola, 27, from Westgate-on-Sea, found that by switching energy supplier via the web, she saved more than £50 on her last bill.

She said: "I thought our bills from EDF were outrageous, so I used the web to shop around for a new supplier. My housemates appreciat-

ed it, too. I haven't made a cup of tea in weeks!"

And with the cost of mobile phones burning a hole in people's pockets, communicating with your friends can also be made cheaper.

Samuel Clarke from Herne Bay is 28 and has just bought his first home in the town.

Accordingly, he has had to curtail his spending dramatically.

Despite having a love of gadgets and technology, he switched to a pay-as-you-go mobile and increasingly used the internet to make contact with friends.

He said: "I use email much more now and I even joined Facebook, which I once vowed I'd never do. It has saved me money on things like texting and my phone bill has come down by around £15 a month."

Saving money on your groceries by shopping online is also easier than it looks.

The running total counters keep track of what you are spending and help to curtail impulse buys.

The dreaded delivery charge has come down, too, with retailers like Tesco now charging just £1.75 for midweek drops – and you don't spend money on petrol driving to the store.

If you're prepared to swallow your pride and buy second-hand, eBay also comes into its own as a cash-saving resource.

Books, CDs and DVDs, and pretty much everything else, are a steal if you are prepared to play the waiting game until the goods arrive.

One trick is to buy cheap films from shops like WH Smith, which often sell for as little as £3, and sell them on at roughly the same price.

A film for free, unlike renting from a store!

## Essential guide to where you can save

■ Theatre Royal in Margate is offering two tickets for £20 (normally £14 each) for The Jives Aces on March 20 at 7.30pm,

■ Southern Antennae aerial and satellite shop in Broadstairs is offering 20 per cent off any service it provides

■ Thanet Leisure Force in Margate and Ramsgate is offering £50 off a family membership package. Discount available against annual payment or can be used for DD memberships against joining fee and daily rate payable in advance

■ Oliver Carpets in Ramsgate and Herne Bay is offering 10 per cent off when you spend over £250

■ Lextertan furniture store in Westgate-on-Sea is offering £300 off all dining suite orders over £2000

■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering 10 per cent off stoves and complete flue systems

■ Lenleys in Canterbury is offering an extra five per cent off sale prices on furniture, sofas and beds

■ H & H Flooring in Deal is offering free underlay upgrade on all carpets

■ Hazlitt Arts Centre in Maidstone is offering two for one comedy nights

■ KOS is offering a pressure washer kit £99.99 including free accessories save £116 on RRP

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# Are you in control of your staffing costs?



PEOPLE PERSON: Director Tara Lloyd

SMALL businesses struggling to maintain their cash flow in the economic downturn should make sure they properly manage all of their people costs.

Ashford-based people management expert Calibre HR & Training said there are often opportunities for improving staffing efficiencies, but too few small businesses have the necessary understanding of the whole staffing picture – and so aren't well placed to secure cost savings.

Director Tara Lloyd said: "The wages bill is one of the largest financial commitments for any business. When times are tough businesses of all sizes need to know where and when costs will be incurred.

"However, small businesses routinely overlook some people costs and fail to have a proper grip on the full cost implications of their decisions. And the consequences can be catastrophic."

Businesses need to know both their total committed staff costs – including overlooked items such as cover for holidays and other absences, bonuses and deferred pay rises – as well as what flexibility they have to revamp operations to match demand.

Said Ms Lloyd: "For ultimate flexibility, employers need to understand the employment status of every staff member and the terms of engagement of contractors and agency staff."

By **TOM BETTS**

In addition, Ms Lloyd says people costs are often underestimated at both ends of the employment relationship.

"It can be easy to assume recruitment costs will be nil during a recession, but people continue to move jobs and if you are aiming to counter the effects of the downturn you should be taking advantage of the new talent on the market.

"So look closely at your recruitment methods to ensure the best value for money. Similarly, businesses planning to reduce or restructure the workforce need a proper understanding of redundancy costs and the role of professional support in managing the process professionally and avoiding litigation."

#### HR financial planning – what to include:

- All wage costs
- Cover for holidays and other absences
- Benefits – cars, food subsidies, life assurance, pensions, health cover, staff discounts and private health insurance, etc
- Pay rises and bonuses (including deferred)
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Free people management factsheets are available at [www.calibrehr.com](http://www.calibrehr.com).

## Essential guide to where you can save

■ Farleys furniture store in Ramsgate is offering a free dishwasher with every kitchen order placed over £7,000

■ Kingfisher Blinds in Ashford is offering one motorised blind either vertical or roller free when you spend over £1,500

■ H & H Flooring in Deal is offering free accessories with all laminate flooring

■ Spand Motors in Hythe is offering a free mini valet with any full service

■ Theatre Royal in Margate is offering The Barber of Saville Row, January 30, two tickets for one top price ticket (£15 each)

■ The Captain Digby pub and restaurant in Broadstairs is offering a free kid's meal from the pirates menu with every adult meal ordered from the restaurant menu

■ Southern Antennae in Broadstairs is offering £25 off a high gain digital aerial

■ Village Hotel in Maidstone is offering 20 per cent off in the Verve Grill or Victory Pub

■ Lexterten furniture store in Westgate-on-Sea is offering £100 off elevating TV cabinets

■ Acorns health and fitness in Chatham is offering a third off gym membership

■ KOS is offering a Pulsar Kinetic Watch only £49.99 (inc p&p) no battery required, saving over 50 per cent on RRP

■ Morris & Turner in Medway is offering an extra £10 off Taurus vanity units and basins

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By **TONY PATEY**

**COST** will probably play the biggest part in holiday planning for most people this year – and New Year offers in the travel shops will be scanned carefully.

Looking at what has happened in the rest of the retail sector over the last couple of months, I think we can take major discounts as a given.

But it'll be worth checking out if they really are bargains or just face-value savings covering lots of extra charges. Or dodgy accommodation. Or travelling in the middle of the night from Rocky Horror Airport.

### Deals

Of course, people will be using the internet if they can access it. But think about your nearest travel agents' – they employ locals who are trying to make ends meet like the rest of us, and when the good times come back you'll be glad they're still around.

If the assistants have been through the courses for travel agents, and I'm sure most have if they're on the front desks, they'll be able to work out the very best deals and travel routes.

With the weak pound, going foreign may not be the best idea this year; there are, after all, plenty of good holiday spots in the UK and southern Ireland, and there are bound to be opportunities for negotiating a cost-effective deal.

Even if a hotel or guest houses is not advertising a discount or offer, such as for a family, it's worth asking – they'll probably come up with a decent deal.

When my family was young I took them to the really beautiful parts of Britain – for example, Exmoor, the Peak District, the Isle of Mull, Wales – because I wanted them to

# Take a holiday from the credit crunch



**PEAK TIMES:** Saving money on holidays is an excuse to re-discover what's on our doorstep

know what was on their doorstep before they jetted off abroad when older.

In fact, even now my wife and I would much prefer a walking holiday from a small, family-run hotel or guest house in say, Rutland, than spend a couple of days tearing out our hair at an airport – which wipes out any benefit from a holiday overseas, anyway.

Rail and coach services are definitely worth looking at – apart from saving carbon-miles

you can put up your feet with a book, newspaper or just snooze, and teenagers – and the not so young – aren't as selfish as they used to be with noisy headphones.

If you're really aiming to cut costs, or just want to rough it, camping can be either extremely comfortable or just extreme; caravans are also a good option because you can move around, but you have to pick sites carefully to get facilities you want.

B&Bs have really come on, and not just because of the fire, health and safety rules and regulations they have to satisfy.

A lot are now run by people who have taken early retirement from good jobs, or have got a good redundancy payout, and they give the kind of service they'd expect if they were on a break. And breakfast is usually extremely good.

Self-catering has never been on my holiday agenda, but other members of my family say it's fine if there are just one, two or three – it can be a bit time-consuming if there're more.

If you're young, check out any bus service deals you can get, such as special passes, because if you can get A to B on public transport, cheap or free, it's worth it. Also, if you're 60 or over, don't forget to apply for bus and rail passes.

If you're really worried about expense, why not just stay at home?

What's wrong with watching videos you like, listening to music, catching up on reading and then going out for a good evening meal and drink (you're not splashing out for anything else, let's face it)?

And Kent, of course, can offer fantastic landscapes and days out for all the family.

Use the car only if you have to, and check out public transport links – all right, you can't get everywhere, but you'll be surprised where you can go, and timings are now very good.

Also... See our Cabin Roadshow at Westwood Cross Shopping Centre

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# Reducing your carbon footprint and your bills

WE can all make changes at work and at home which will help reduce our carbon footprints – and save us money during the credit crunch.

There's lots that can be done, and a main focus is climate change, which is highlighted in a new report from the Kent branch of the Campaign to Protect Rural England, which is the only organisation seeking to protect the countryside as a whole.

It's called 'Tomorrow's Kent', and is available on CPRE Kent's website, and shows how climate change will affect our county and what steps we can take.

## Loans

A rapidly growing number of homeowners are now taking advantage of local council loans and government grants to install solar panels, wind turbines and other microgeneration technologies in their homes.

You may initially feel a large-scale renovation project in your home may seem uneconomical, but renewable energy technologies such as wood burners that provide heating and hot water, or solar water heating panels, will pay for themselves in the long term.

While oil prices may have come down for the moment, everything suggests that high heating costs are here to stay, unless we look for alternatives.

BY **GEMMA WATTS**

There are many other practical steps you can take to reduce the amount of energy you use in your home. By simply replacing old lightbulbs with energy saving ones you can reduce your energy costs.

If your boiler is more than 10 years old then think seriously about getting a new, more efficient one. It should keep you warmer for a lot less money.

Improving the insulation of your home doesn't have the 'eco-bling' attraction of a solar panel or a wind turbine, but it can save you money, and reduce your carbon footprint, far more effectively.

For impartial advice on what is available in your area and what you can do, contact the Energy Savings Trust ([www.energysavingtrust.org.uk](http://www.energysavingtrust.org.uk) or phone 0800 512 012).

CPRE Kent is holding an 'Alternative Energy Event' in Tunbridge Wells on January 24. There will be a range of speakers giving presentations on how alternative energy can work with protecting the countryside, listed buildings and conservation areas.

For more information visit the website [www.cprekent.org.uk](http://www.cprekent.org.uk) or call 01303 815180.

Take action now to protect Kent from climate change and start saving on your bills.

• **Gemma Watts is publicity officer of the Kent branch of the Campaign to Protect Rural England.**



**COST EFFECTIVE:** (top to bottom) solar panels; insulation; and energy bulbs

## Essential guide to where you can save

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■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering £10 off Honda mower servicing and £20 off Honda and Husqvarna ride on mower servicing

■ Clarkes Furnishers in Maidstone is offering a free power upgrade. Pay for a manual recliner and upgrade to a power version free. G Plan upholstery

■ Lexterten furniture store in Westgate-on-Sea is offering £300 off upholstery orders over £1,500

■ The Fireplace in Sittingbourne is offering 10 per cent off

■ Village Hotel in Maidstone is offering 50 per cent off its Sunday night pasta buffet

■ Thanet Leisure Force in Margate and Ramsgate is offering £100 off joining fee. At any Thanet leisure force fitness studio when you sign up to any membership package

■ Farleys furniture store in Ramsgate is offering half price duvets and pillows with every bed purchased

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Part of that attack could be just growing your own herbs and some vegetables – or even getting an allotment for a bigger crop – and also making sure you spot the food and drink bargains in a variety of stores, from the biggies to cornershops.

For example, try and buy large bags of onions or potatoes rather than smaller amounts; you'll find that if they're kept in a cool, dry, shaded place they'll last ages.

Also, cultivate your local butcher. If you're a regular customer, you could, for example, ask for a 'bargain pack' of meat if you give them say £30 or £40 cash. Again, it'll save in the long run and last ages – and it'll stock up your freezer.

### Plan meals

Plan meals a week ahead, and shop just for the items you need – that way, no food will go to waste and you'll be less tempted by unnecessary bits.

At the supermarket go for the 'own brands' – which are often just a difference in packaging, and a lot cheaper.

Budget supermarkets such as Lidl also do an incredible range of fruit juices, including pear and peach, which are extremely healthy, cheap and long dated. They're usually packed with vitamin C and very tasty.

Taking sandwiches and some fruit for lunch at work will save pounds each week, and you won't be tempted by fast food or cream cakes. Drink water instead of expensive and calorie-packed fizzies.

Use up leftovers – for example, vegetables can be used as a 'bubble and squeak' the next day, and meat can be used for sandwiches.

And if you make things like lasagne, stew



VEGGIE FEAST: Growing your own food and shopping sensibly can help your finances

# Healthy ways to save allot of cash

and shepherd's pie, make much more than you need so you can then freeze small portions for the future.

Finally, try and grow your own vegetables. Not only will it keep you fit, but the taste of something you have grown yourself is very satisfying.

If you're new to gardening, get some how-to books from the local library – you'll find loads on the shelves – and the weekly gardening

magazines carry masses of topical tips and suggestions.

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## Essential guide to where you can save

■ Holiday Inn Express in Ramsgate is offering conference room hire for £95 per day including LCD projector, flipchart, pens and one round of coffee plus free parking

■ GG Racing in Ashford is offering £40 off a 1/100th share in racing shares

■ Elephant Windows in Ramsgate is offering £100 off with any order placed over £2,000

■ A & A Gliderobes in Canterbury is offering up to £100 off

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# Draught in

**We decided to get some help this winter to make our home more eco-friendly while cutting down on high heating costs...**

By **KATE HODAL**

THERE was no joke about it: the house was an icebox, but we'd made a silent but communal resolution to withstand the cold rather than blast the heat.

But when snow fell, we decided we'd had enough. We flipped the switch.

Then the boiler packed up.

The timing couldn't have been worse. Or better. We might have been freezing, but the Energy Saving Trust was also telling people that what we needed to do to stay warm wasn't to turn up the heat, but insulate the loft, strip insulate our windows and stop using our chimneys, energy-inefficient as they were.

So we decided to try out an eco audit. Would it really be possible to save money and stay warm, all at the same time?

That's when eco-auditing guru Donnachadh McCarthy stepped in.

Blessed with a thermometer, an energy monitor (which reads how much energy an appliance uses both when on standby and in use) he wandered with us from room to room measuring things like drafts, light usage, how much time we spent in which areas and insulation.

What he found in our four-storey Victorian mid-terraced house was shocking. For a household that recycles nearly twice as much as the national average, we were eco-sinning just by opening up our front door.

But all that was about to change.

Taking in full stock of the house, from cellar to loft, Donnachadh gave us a full list of notes on how we could cut costs but plump up our eco-friendliness.

ing bill, which would save us roughly 20 per cent per month on our electricity bill.

We also made sure to cap its temperature at 60C, so as not to overheat the water and suffer the economic consequences later.

## Radiators

Many of the radiators in the house are placed under windows, for instance in the kitchen, bathroom and some bedrooms, meaning that up to 70 per cent of the heat is lost straight through the glass above or through the outside wall.

"This can be corrected by installing a shelf above the radiator, which will block the heat from escaping up through the window," Donnachadh explained.

"By installing a reflector panel, you'll reflect the heat into the room rather than leak it into the wall behind it."

We've found that it also helps to draw the curtains at night, which none of us had paid much attention to. By turning rooms into small boxes, and ensuring the curtains are drawn, doors closed and radiators turned on, our house has become a hodgepodge of warm rooms, rather than an airy hallway whereby one can wander in and out of spaces that are, as a result, freezing cold.



## Fireplaces

Our next stop was to take a look at the fireplaces. Donnachadh reckons that up to 15 per cent of the central heating in a room can be lost up an unsealed fireplace.

Our house might boast five gorgeous fireplaces, but they certainly make a room cold.

After investing in a chimney balloon, which set me back £19.99, my room became five degrees warmer and there was no longer a draught between the chimney and the door to my room.

## Doors

Donnachadh said: "Take a look at your front door," he said ominously, stepping over the threshold.

He pointed out a draughty letterbox, which was letting cold air into our hallway day and night. "Most people don't realise the effect of draught in a door frame like this."

"Get yourself some strip insulation and a

## Heating

It has charm, but our house is also large, drafty and badly insulated. While we might be slightly ahead of the rest of Britain by subscribing to a green electricity tariff, we've still been using way too much of it.

I discovered that by replacing the boiler with a newer model we could save around 20 per cent on our gas bills and keep the house heated more efficiently.

But the possibility of my landlord buying us a whole new one was low, so Donnachadh talked instead about how we were actually using the boiler.

Our boiler is set on a timer, with separate controls for the central heating and hot water. But we still had the hot water on longer than we needed it – we were able to shave off three hours per day from our heat-





# the expert to go green

draught-proof letter box, and your hallway will warm up in no time," he added.

"A doorbrush would help the gap at the bottom of the door, and a door curtain would also stop any drafts from coming into the house."

Donnachadh's next step was to take a look at our kitchen door, with its keyhole allowing a permanent shaft of air coming into the room.

He told us that putting tape over the keyhole on the outside would prevent cold air from coming in.

**Things to look out for:** door gaps, drafts from cracks, air coming through keyholes,



broken locks and draughty letterboxes.

**Solutions:** draught excluders, taping keyholes, fixing locks and getting draught-resistant letterboxes.

## Floors

Our drafty house's wooden floorboards once supported plush carpet. While its since been ripped up, the boards themselves have not changed since the house was built in the 1870s.

Well worn, they are incredibly draughty, with no insulation protecting them from the cold cellar air blowing from below.

"This is a source of a large amount of your heat loss and needs to be dealt with urgently," Donnachadh said, reckoning that a whopping 15 per cent of our home's heat loss was going through the floor.

By filling in the floorboard gaps and nailing wood fibre insulation board to the cellar ceiling, we should be a lot warmer, he says.

**Things to look out for:** holes.

**Solutions:** plug the holes with floor filler (available from hardware stores) and insulation board.

## Windows

A crack as small as 2mm around a window can let in as much cold air as leaving the window open 8cm, so it's essential to make sure your windows fit well.

The windows in our kitchen and living room had gaps large enough to stick pencils through, and air vents in the toilets were either left open or were broken.

After blocking up the vents with some strip insulation and recycled cardboard, we found



the toilet and kitchen now felt 100 times warmer.

Our next step was to look at the sash windows in our house, whose draughts needed blocking with draught excluders along the sides and in between the window frames.

Donnachadh also noted that installing curtains on the kitchen windows would help even more, as would drawing our bedroom curtains (and having them thermally lined, or at least double-lined) with Velcro, to ensure their complete closure at night.

**Things to look out for:** broken locks, draughts coming in between the panes or between the pane and frame.

**Solutions:** strip insulation, fixing the locks, heavy curtains.



**DRAUGHT EXCLUDER:** Expert Donnachadh McCarthy can audit your home to give you the best advice on being green

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Established 1928 - Four Generations of Family Service & Quality

By KATE WHITING

THE credit crunch has been blamed for a lot of things – repossession, redundancies and the demise of Woolworths – but in recent weeks it has also hit the headlines for reigniting Britain's sex lives.

Sales of condoms have shot up according to Superdrug.

It seems that more and more couples are opting for a steamy night in rather than splashing their cash on a night on the tiles, and some experts are predicting a baby boom next year as a result.

"We've seen a phenomenal rise in the sales of products designed to enhance sexual pleasures and a rise in the sales of condoms compared to this time last year," says Melanie Wilson, Superdrug's healthcare buyer.

"Over the past four weeks we have also seen sales of pregnancy testing kits rise every week – so we'll expect to see sales of nappies rocket later this year."

A recent survey by YouGov named sex as the nation's favourite free activity ahead of window shopping and gossiping, but as with some other trends, we've seen it all before.

Research shows that economic slumps in the past, including during the 70s and the early 90s, caused the birth rate to rise, so could we be set for another baby boom?

"No," says Netmums co-founder Siobhan Freegard.

"We tend to have mums on our website who are already pregnant and already have children, and from their point of view, I would say the credit crunch is probably having the opposite effect in that we're finding mums who would like to have a child are actually holding off and saying 'I'm really worried about my husband's job' or 'it's another mouth to feed'.

"Also people who had hoped to have another

# Why we're finding the credit crunch a turn on

Most headlines about the credit crunch were depressing and gloomy, until news broke that the recession has made us all have more sex. We ask the experts about the story behind the headlines, whether it will lead to a baby boom and reveal why sex is good for you

baby and move house, for more room, are not able to do that, so they're actually holding back and saying 'we're going to wait and see how things pan out'."

While sales of condoms are increasing, it could well be that people are more worried about getting pregnant and are taking more care with contraception, rather than that they're actually having more sex.

Regardless of whether there will be a baby boom, it certainly seems the nation's sex life is having a healthy surge. That's no bad thing, says relationship expert Paula Hall.

"I've seen the statistics saying condom sales have increased, so unless they're all being used as water balloons, it seems couples are having more sex," she says.

"Certainly I've seen a number of couples who can't afford to go out and do the things they do normally and they're deciding they need to find cheaper forms of entertainment. Staying at home and enjoying themselves sexually is certainly something I'd recommend to help their relationship."



HOME ENTERTAINMENT: More couples are opting for a steamy night in to save money

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# Don't dispute it

BY **TONY PATEY**

WITH lay-offs and cost-saving happening in a lot of companies, many workers feel unsafe and edgy.

This is often the time when disputes which are really tea-cup storms become full-blown disagreements.

This is where Acas comes in. It has been part of the industrial landscape for years – in the past it figured in all the big disputes between unions and bosses.

It used to be called by its full name of Advisory, Conciliation and Arbitration Service, but now it's just known by its acronym.

But, although it's involved in all aspects of employment disputes, a key part of its work is mediation – and it's this part which grabbed the headlines years ago when its delegates used to sit down between some tough bargainers on both sides.

Acas has launched a new line of attack, urging employees and employers to resolve any disputes in the workplace rather than going for expensive employment tribunals.

Acas South East senior advisor Sarah Vintner said: "Mediation aims to get people talking together, in a constructive way, so they can sort out their differences."

"Obviously this isn't easy, especially if people haven't been getting on well for some time and have built up very negative pictures of each other."

"That's why the mediation approach we use is quite structured and provides clear ground rules so that people feel as safe as they possibly can."

"That way they are more willing to open up and be honest about what is bothering them."

The mediator first meets each person separately so that there is confidence that the Acas delegate is not there to judge who is right or wrong, and then the process starts.

Ms Vintner said: "A typical scenario for mediation is where two work colleagues have such different personalities and working styles that they each regard the other as rude and unhelpful, sometimes leading to allegations of bullying and harassment."

"A situation which, if left without any attempt to help those two people talk to each other properly, could result in grievances and ultimately disciplinary action as their behaviour begins to breach company standards."

"The typical mediation outcome of such a case is respect and understanding of each other, increased self-awareness and agreements about acceptable and unacceptable behaviours."



**PREVENTABLE?:**  
Acas mediation can help with problems in the workplace

# FREE book to help your firm

STEP up, folks – here is a FREE book to help firms with their marketing. But you'd better be quick because it's a limited offer.

It's designed to help businesses increase the effectiveness of their marketing, has just been released and is called "Why most marketing doesn't work and how you can fix it....."

Author, business specialist Dean Garland, said: "For most businesses, the quickest way to climb out of the recession and improve their fortunes lies in their ability to use effective marketing tactics."

"Unfortunately, most business owners find that their marketing isn't working as they would like, but have no way of knowing why this is the case."

This comprehensive 99-page book solves this problem and is FREE to KOS Media readers when they enter or mention Kent on Sunday when they go to <http://www.marketingfixit.co.uk/> or call 0844 4480 670 – but only 50 copies are available.

The book has been designed to create a quick win for those aiming to generate more money from their business and get an excellent return on their marketing spending with:

- 31 examples of proven marketing campaigns which have generated millions of pounds for small business owners including detailed

summaries on why each one worked

- Why your 'message' has to include the '8 marketing assets'

- How to side-step the competition and eliminate them from the minds of your prospects and customers (without reducing your prices).

Mr Garland, of Rapid Results Marketing, said: "By knowing what marketing to use in certain situations and how to put it into action will be a key skill if small business owners are going to keep their ship afloat during the current economic climate."

"Unfortunately, there are millions of business owners throughout the UK who struggle with this element of their business. I think this is typically because they don't have enough time to dedicate to it and they lack the necessary know-how."

The Book also includes 7 Essential 'Marketing Fix-It Lessons'. All you have to do to receive the book for FREE is to enter the reference number 136 or just type Kent on Sunday along with your contact details. After doing so, you'll be able to get instant access to the book straight from the website. If you'd prefer, phone 0844 4480 070 and give your name, address, telephone number and email address and you'll be sent an email giving you immediate access to the book.

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# This is the year to be shrewd – or you could be paying a heavy price

IT WAS left to national treasure Robert Peston, the BBC reporter whose strangled tones guided us through the big financial crises of 2008, to highlight the ironies of a year none would have predicted 12 months ago.

At this stage in the credit crunch, he noted, savers and careful investors who usually come out well in a recession, are carrying the can and showing hefty losses – while many bankers, who caused much of the trouble, got themselves refinanced just in time to collect Christmas bonuses.

## Great deals

After a turnaround like that, how can we survive 2009, a year billed in advance as one of the grimmest in years?

Here's a New Year medley of tips:

- Always keep within the authorised overdraft limit on your bank account.

The average authorised interest rate is 14.48 per cent, while the average cost of unauthorised debit interest is over 60 per cent more expensive.

- Beware of too many bargains: "You run the risk of buying things you don't need", says Gill Wrigley of Tenon Recovery, "so keep a check on what you spend and keep to your list."

- Slash those mobile phone bills: James Parker, mobiles and broadband manager at

BY JEREMY GATES

Moneysupermarket.com, says great value SIM-only deals will catch on in 2009.

"Asda and Ikea have already entered the market from the High Street and 2009 should see more big names joining the fray", he says.

"With the market for SIM-only becoming ever more competitive, we should see some great deals for consumers."

- Guard against the sack: Emma Walker, head of protection at Moneysupermarket.com, thinks rising job losses will make payment protection insurance (PPI) for loans and mortgages a "major focus for 2009".

- Homebuyers will be "increasingly happy" to switch to Standard Variable Rate (SVR) mortgages at the end of a fix, says Louise Cuming, head of mortgages at Moneysupermarket.com. However, Cuming fears "a flurry of conditions imposed by lenders to prevent borrowers from benefiting from the SVR rate will continue".

- Take trouble to find top savings rates: Kevin Mountford, head of savings at Moneysupermarket.com, says "a couple of new providers will enter the market – good news for consumers as it will help to keep the new breed of super banks on their toes."

"There will be a gap between best and average accounts, so savers must be vigilant."

- Loans will get dearer: Tim Moss, head of loans at Moneysupermarket.com, says rising defaults on repayments, and banks making

less money from PPI will result in higher APRs. He thinks rates could hit 12 per cent, the level of five years ago, after several years in single figures, with only 'prime' customers getting unsecured loans.

- Equity release catches on: Anthony Rafferty at Norwich Union says 2009 will see the start of products sold via major banks and building societies to older homeowners keen to turn bricks and mortar into ready cash.

- Look to save on home and car insurance: Simon Lambie at Confused.com reckons the average saving by the website's customers in 2008 was £186 on home insurance, and £208 on motor cover.

## Decent return

- Look to pay down the mortgage with any spare cash: Simon Lambie at Confused.com says a £100,000 borrower on a 25-year repayment loan, with an interest rate of five per cent, saves over £12,200 in interest payments by overpaying by £50 per month. They would also cut the repayment period by three-and-a-half years.

- Don't be afraid to spend: Geoff Tresman, chairman of Punter Southall Financial Management says: "Wherever possible, pay down debt. It could get expensive in 2009."

"If you have the money, I would suggest you spend some of it in 2009 – on electrical equipment, white goods, clothes, available at prices last seen 25 years ago."

- Long-term savers might get a decent return by buying a traded endowment policy,

which the original owner is selling well ahead of maturity. Brian Goldstein, chairman of The Association of Policy Market Makers claims latest figures show these policies returning an average 8.3 per cent a year over 25 years, much better than saving accounts and shares in the current climate.

- Serious savers are likely to find corporate bonds – issued by companies to raise funds – will be the most rewarding asset class in 2009, says investment director Rob Pemberton at wealth manager HFM Columbus.

- Flat owners might try to extend their lease, says Philip Rowland, leasehold specialist at Sussex-based law firm Adams & Remers.

Rowland said: "In a market where selling property is difficult, it makes sense for flat owners to protect their investment by using their statutory rights to extend their lease."

- Pay off more than the minimum on credit card debts, says Simon Lambie at Confused.com. "If customers pay only the minimum – ie, two per cent on a £5,000 balance each month, on an interest rate of 15 per cent, it would take 463 months (over 38 years) to repay the original amount, plus interest of £7,652."

"Pay an extra £50 per month, and the pay-back period falls to 73 months, with interest only £2,009", says Mr Lambie.

No doubt you've noticed a common theme running through these tips: 2009 is the year when you take a keen interest in money and understand exactly where it's going. If not, you could pay a heavy price.

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# Word on the street is...



**MARKET** stall owner **Steve Humble** said: "It's affected everyone. People are definitely cutting back on non-essentials and things are difficult."

"I've had to cut back on other things too. I used to employ two members of staff, and unfortunately I had to let one go."

"We have also had to cut out visiting markets where we have to drive a long way due to petrol costs, and this year I will be taking a one week holiday instead of two weeks."



**CANTERBURY** street cleaner **Matthew Cole** said: "I'm getting by, but my family are having to budget much more carefully than we were before; everything from food to gas bills."

"And whereas you used to look forward to holidays and nights out and things like that, now we have to be a lot more careful."

"But it's just a question of budgeting better. I'm lucky because I'm in a fairly secure job that is paid weekly."



**LORD** mayor's chauffer **Laurence Dunderdale** said: "So far it hasn't affected us that badly. Obviously, like everyone else we are keeping an eye on the bills, things like the

## We visited Canterbury to find out how all of you are dealing with the credit crunch

utilities and food, but so far we are doing OK.

"I'm semi-retired, but I have two part-time jobs – I'm the Lord Mayor of Canterbury's chauffer and bursar of an alms house charity."

"We're also keeping an eye on our investments, and we've moved a couple to get better rates."



**OWNER** of Marlowe Florists **John Scanlon** said: "The walk-in sales have dried up completely; the £6 to £10 casual market is dead – those few quid are staying in people's pockets now."

"People are still buying the big bouquets for people's birthdays and things like that, because they have to. If a husband forgets his wife's birthday he's in trouble."

"But if it wasn't for people dying, getting married, or having birthdays I don't know what we'd do."

"I'm selling a quarter of what I'd normally sell from walk-in sales. The business used to be 50-50 between walk in and pre-ordered."

**THE** Lunatic Fringe manager **Steve Wallace** said: "We are alright, but it's depressing to see other places going under when you're doing

OK yourself."

"We have a good number of regular clients who come in every four to six weeks, and Christmas was busy so now in January and the beginning of February we're getting a lot of people in again."

"People always want their hair cut, especially now spring is coming, and people are thinking about a restyle. We are a ray of light."



**JUSTIN** Weston, owner of the Secret Café, said: "I'm doing OK. Before Christmas I was really feeling the pinch, so I brought in a new credit crunch menu."

"I did away with the restaurant side of it, and pared it back to only selling things on the specials board – a couple of mains and a couple of choices of soup."

"Now I have a regular stream of customers, but they all come in to eat because it's cheaper. It's more of a café than a coffee shop now."

"In times like these every business needs a strategy and mine was to cut the prices on food."

## Essential guide to where you can save

■ **Hazlitt Arts Centre** in Maidstone is offering two for one offer on music nights tickets normally £12 each, now two tickets for £12

■ **H & H Flooring** in Deal is offering an extra 10 per cent off all carpets

■ **Deco 5**, wine bar and gallery in Whitstable is offering 20 per cent off food all day Tuesday, Wednesday and Thursday. Light tapas-style menu

■ **Cox & Son**, furniture and soft furnishings-store in Ramsgate is offering interest-free credit on all carpet orders over £1,000

■ **Angel Nail Studio** in Ramsgate is offering first full set of acrylic nails for £22 and first infill's half price

■ **Avalone Flooring Ltd** in Strood is offering 10 per cent off carpets

■ **Avinco Limited** in Ramsgate is offering 15 per cent off aerial installation

■ **Bourne Road Garage** in Crayford is offering free car mats with all Mazda purchases new and used

■ **Carpets 4 Less** in Ashford is offering 10 per cent off carpets, rugs, vinyls, laminate and wood floors

■ **Clarks Furnishers** in Maidstone is offering bed bargains – buy a 5ft divan set and pay only the sale price of a 4ft 6in

■ **KOS** is offering Snugfit mattress topper from Slumberdown from only £69.99, save up to £40. Various sizes available

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# Recipe to beat tough times

Staying in is the new going out, but feeding a crowd can end up costing a packet. Fiona Beckett, author of *The Frugal Cook*, shows how to feed your friends without breaking the bank

BY **LUCY CORRY**

WHEN it's cold and bleak outside, I love having people over for dinner.

They're always grateful to be fed, it's a chance to cook something more exciting than the usual weekday pasta and sauce combo, and it's a good way to return favours or get to know people better.

But unless you're careful, entertaining at home can be a fast-track to economic ruin. Many's the time when a quick bit of accounting has shown that dining in can cost as much as dining out – and you still have to do the dishes and clean up afterwards.

Foodwriter Fiona Beckett has got plenty of ideas on how to be a generous host without resorting to beans on toast for the rest of the month.

Her new book, *The Frugal Cook*, is packed with recipes and ideas to turn simple ingredients into meals with the wow factor.

She says it is possible to skimp without it showing – you just need to be clever.

"Make up for your lack of cash by inviting friends to a meal that sounds fun," she says.

"You could tie it to an event... or focus on a type of food, like a cupcake tea, a jelly and ice-cream party, or a soup supper."

Here Fiona shares two recipes.

## Caramelised Cauliflower Soup

*Serves 4-6*

1 medium to large cauliflower  
75g unsalted butter  
1/4 tsp curry powder plus a little extra for decoration



150ml semi-skimmed milk  
600ml light vegetable stock

Salt, black pepper and lemon juice to taste  
Chop the cauliflower. Cut the butter into cubes, put them in a large saucepan and place on a medium to high heat. Add the cauliflower and cook, stirring occasionally until golden brown (about 12-15 minutes).

Stir the in the curry powder and cook for another two to three minutes then add the milk, and bring to the boil, stirring. Reduce the heat, cover the pan and simmer for five minutes.

Add 300ml of the stock, bring to the boil then cook gently until the cauliflower is soft. Remove the pan from the heat, leave to stand for five minutes then tip the contents into a liquidiser and puree until smooth. Return to the pan.

Whizz up the remaining stock in the blender to pick up the last bits of the puree and add to the cauliflower. Stir well and re-heat gently.

Season to taste with lemon juice, salt and black pepper. Serve in small bowls with chives and a light dusting of curry powder.



## Empress of Puddings

*Serves 4*

400ml whole milk  
finely grated rind of 1 small unwaxed lemon  
15g butter  
25g caster sugar  
80g fresh breadcrumbs  
2 large egg yolks  
3tbsp raspberry jam  
125g fresh or frozen raspberries or mixed small berries

*For the meringue:*

2 large egg whites  
110g caster sugar  
You will need a lightly greased small to medium-sized shallow oven-proof dish about 750ml in capacity.

Pour the milk in a saucepan, add the lemon rind and stir then place over a low heat until the milk is hot. Add the butter and caster sugar and leave a couple of minutes until melted then strain the milk over the breadcrumbs. Stir and leave for 20 minutes.

Meanwhile heat the oven to 160C/325F/Gas 3. Beat the soaked breadcrumbs, then beat in the egg yolks and tip the mixture into the greased pie dish. Place the dish in a roasting tin of water and bake for about 45 minutes until the top is lightly set.

Put the jam in a small saucepan with the frozen fruit, warm through and spread gently over the pudding without breaking the surface.

Whip the egg whites until stiff then whisk in half the sugar until the mixture is thick. Fold in the remaining sugar and spread over pudding.

Put the pudding back in the oven, turn the heat down to 150C/300F/Gas 2, and cook for 15-20 minutes until the meringue is golden brown.

To see this clip, search 'food'  
@ [yourkenttv.co.uk](http://yourkenttv.co.uk)



We look at how much cheaper, healthier and popular it is becoming to grow our own food and cook at home.

## Essential guide to where you can save

■ St Georges Chevrolet in Margate is offering free three years servicing extended AA roadside membership

■ Holiday Inn Express in Ramsgate is offering a room, bed and breakfast and entertainment package for £55 which includes movies, music and internet plus free parking

■ GG Racing in Ashford is offering free memorabilia – buy a share in a racehorse and receive a free mouse mat, coaster, key ring and fridge magnet worth over £10

■ KOS is offering luxury Egyptian cotton 400-count percale bed linen. Save up to 40 per cent off RRP

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# Help available to keep the roof over your head

By **STEVE KNIGHT**

HOMEOWNERS and tenants have been assured that help is always at hand if they are struggling to make their monthly mortgage or rental payments.

According to the public services website Directgov, losing a home can usually be avoided if the person living there fully explores the numerous options available to them first.

For example, owners can often negotiate a new payment plan with their mortgage lender, while they and those renting properties should also find out if they are eligible for any housing benefits.

In both cases Directgov advises people to pay as much as they can manage each month, as regular payments at least demonstrate to lenders and landlords that they are committed to overcoming their problems.

For those homeowners who feel there really is no way out, the Government announced last week that it was rolling its mortgage rescue scheme out across the country.

The £200 million programme – which is being managed by the National Housing Federation (NHF) – allows people to take a loan from or sell their homes to housing asso-



**DON'T PANIC:** Assistance for homeowners

ciations, who will then lease the property back. Residents in Tunbridge Wells, Maidstone, Dartford, Tonbridge and Malling and Shepway were among the first to benefit when

the scheme was piloted in December.

NHF chief executive David Orr said: "The mortgage rescue scheme will save thousands of vulnerable families from the nightmare of having their homes repossessed and give them the long-term stability they need.

"This scheme will also serve to undermine those shadowy companies currently making money out of people's misfortune by buying their properties at substantially less than the going rate – and then only letting them stay on a short-term tenancy basis."

For those people who cannot pay their rent or are worried they may not be able to in the future, the message from Directgov is clear – sort things out as soon as you can.

Tenants are advised to prioritise the debts they need to pay off and, most importantly, to talk through their problems with their landlord.

Landlords usually have the right to evict for rent arrears depending on their tenancy agreement, so it is important they are always kept informed of their tenant's current situation.

A number of groups exist to provide help and advice to people such as struggling homeowners, including the Consumer Credit Counselling Service and Community Legal Advice.

Shelter also gives advice on all types of housing issues, as does the Citizens Advice Bureau.

## Essential guide to where you can save

■ Cox & Son furniture store in Ramsgate is offering to upgrade your carpet underlay for free, give super for standard price, and deluxe for super price

■ Avalone Flooring Ltd in Strood is offering 10 per cent off laminates

■ Avinco Limited in Ramsgate is offering a free consultation on digital TV

■ Bourne Road Garage in Crayford is offering a free tank of fuel with all Mazda purchases new and used

■ Clarkes Furnishers in Maidstone is offering £50 off the sale price when you buy any stressless chair and stool

■ Stonecroft Emporium in Broadstairs is offering free glowing bunny ears free when you buy a UV Tutu skirt

■ Lenleys in Canterbury is offering an extra £2 sq m off sale price of any carpet order over 15sq m, which includes underlay. Free fitting for standard rooms

■ Nasons in Canterbury is offering 10 per cent off beds and bedroom furniture

■ Old Sawmills in Ashford is offering 20 per cent off all showroom items

■ PK Commercial Tyres in Ashford and Maidstone is offering £10 off MOTs

■ KOS is offering ultra slim Danish Skagen watches only £69.99 save £20 on the RRP

■ Thorley Tavern's Oak Hotel in Ramsgate is offering 20 per cent off its bar-food menu

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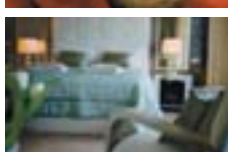
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# Making a budget can control your money

By **JENNA PUDELEK**

**CREATING** an accurate personal budget will help to cut-out needless expenses and save money during these times of economic hardship.

Realistic records of funds coming in and out allow people need to know how much spare cash they have available when speaking to creditors, who can then advise on ways to pay back the money owed back over a period of time.

"Keep a record of everything you spend money on to complete an accurate picture of your monthly expenditure," is the advice issued by the Consumer Credit Counselling Service (CCCS).

The Financial Services Authority (FSA), the national financial watchdog, provides an online budget calculator and the Government has also provided a step-by-step guide to make the process as painless as possible at its Directgov website.

The first step for creating a personal budget is to calculate 'outgoings' by digging out recent bank statements, energy bills, telephone bills, council tax, water rates, insurance and other similar expenses.

Also include anything paid for by standing orders such as mortgage or rent payments.

Estimate the amount spent on everyday items such as food, clothes, petrol, pet food and

newspapers as well as cash forked out for other 'events' like Christmas, birthday presents, going to the dentist and holidays.

Calculate total outgoings for a full year and then divide by 52 or 12 to get a weekly or monthly figure.

Income is worked out through checking payslips to get an accurate figure for wages, plus any benefits such as child tax credit and any rent from lodgers or adult children.

To see this clip, search 'travel' @ [yourkenttv.co.uk](http://yourkenttv.co.uk)



One of the biggest family costs is the holiday. We look at how to save money and enjoy what's on your doorstep

Add up the total income for a week or a month and then take away the expenditure.

If there is a 'shortfall' or more money is being spent than is coming in, the Government advises people to "prioritise spending and cut back on commitments you can't afford".

Money can be saved by 'shopping around' to find the best deal on gas, electric and telephone bills, surviving on the bare essentials and dealing with debts immediately.

People have also been advised to find out if they are owed any additional benefits or tax credits and to ensure that everyone in the household who is working is paying their share.

A budget is only an estimate of income and it is important to keep track of money coming in and expenses to keep your plan up-to-date and accurate.

The Government's money experts advise keeping a notebook to hand and writing down everything spent over the course of a couple of months.

Budgets need reviewed regularly in case a new job comes along or there are other changes in circumstance.

Spare money can be kept in savings accounts and the FSA can provide good personal financial advice, the Government added.

For more information visit [www.direct.gov.uk](http://www.direct.gov.uk), [www.moneymadeclar.fsa.gov.uk](http://www.moneymadeclar.fsa.gov.uk), [www.cccs.co.uk](http://www.cccs.co.uk) or call the CCCS' hotline on 0800 138 1111.

## Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering 10 per cent off any mattress when purchased with a bedstead

■ Lenleys in Canterbury is offering an extra 10 per cent off sale prices of rugs, pictures, mirrors and lighting

■ Nasons in Wincheap, Canterbury, is offering 10 per cent off carpets

■ Oliver Carpets in Ramsgate and Herne Bay is offering 15 per cent off when you spend more than £600

■ Pomphreys Motors in Bapchild and Sittingbourne is offering car rental – book one day and get the second free

■ Robins and Day Motors in Canterbury is offering a free winter health check on production of KOS voucher (normal RRP £19.99)

■ Atlantis Restaurant in Ramsgate is offering 25 per cent off food from the a la carte menu

■ Theatre Royal in Margate is offering Gusset, March 7, 7.30, two tickets for one top price ticket (£12 each)

■ Ideal Home Improvements in Sheerness is offering 10 per cent off advertised rates

■ Kitchen to Table in Rochester is offering £10 off goods with an order value £50

■ KOS – Save £200 on the Toyota CB04T Mark II sewing machine only £99.99 inc p&p

■ Thorley Tavern in Broadstairs is offering a free glass of wine with The Table d'hotel menu Monday to Friday

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# Demand a better mobile deal today



HANG UP: Save money on your mobile phone

BY STEVE KNIGHT

MOBILE telephones have become an essential part of everyday life over the past decade, albeit a pricey part at that.

Whether on contract or pay-as-you-go, most of us now pay more money to speak to friends and family than at any time in the past.

The average mobile phone bill is £205.20 a year, but industry experts claim that figure could be much lower if users took the time to research the different tariffs available.

Consumer finance journalist Martin Lewis, who in 2003 founded MoneySavingExpert.com, said: "Anyone on a contract mobile phone is holstering a serious money-saving weapon, and that's loyalty."

"When nearing the end of the contract, ask for the very best deal possible – not just on your network, but any out there."

"If the person at the other end won't budge, tell them 'give me a better package or I'll leave' and you'll be put through to the disconnections department, which internally is called 'customer retentions' and has massively more discretion to offer better packages to keep you."

"If they don't give you what you want then

you need to shift networks to a better deal."

There are many other ways to save money on mobile telephones, such as considering whether it is really worth insuring your handset given that you could probably afford to buy a new one when you add up all the monthly charges.

People looking to save money should also cut down on the obvious unnecessary expenses associated with downloading music tracks, ringtones and wallpapers that can sometimes cost up to £3.50 a time.

There are also ways in which you can make money from your mobile telephone, such as recycling one that you no longer use.

The Carphone Warehouse gives up to £20 off a new handset if you trade in your old one.

Persuading a friend to sign up to the same network as you can also earn you a tidy sum. 3Mobile, for instance, gives £30 to both parties if you recommend a friend and they sign a contract.

That figure rises to £45 each if you sign up for mobile broadband.

But perhaps the simplest piece of advice is to consider what it is you really need from your telephone.

If you can live without a satellite navigation system, a powerful camera and other non-call or text-related add-ons, chances are your handset will cost you a lot less.

To see this clip, search 'business'

@ yourkenttv.co.uk



We look at the pros and cons of setting up a small business in 2009 and ask if now is the right time to go it alone

## Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering a free memory foam pillow with any memory foam divan or mattress

■ Lindsay's Driver Training in Hythe is offering for you to train to be a driving instructor with £50 off a part 1 study pack

■ Nasons in Canterbury is offering 10 per cent off tiles

■ Pomphreys in Sittingbourne is offering half price MOT with every service

■ The Pavilion in Broadstairs is offering a buy two get one free breakfast from 9.30-11.30am, on Saturday and Sunday

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# Crunch can make your will out of date

THE CREDIT crisis has made thousands of wills across Kent out of date and in need of rewriting, experts have warned.

The Law Society, which represents solicitors in England and Wales, said the economic slowdown that has seen home values plummeting and other investment struggling meant that many assets in a person's will had lost their value.

Paul Marsh, president of the society, said: "Those wanting to leave friends and family in a secure position after they pass away might find that what they have left in their will has considerably less value than when their solicitor wrote it."

## Tax planning

"With homes losing value, people may need to look again at their wills – especially if they have included tax planning provisions which are no longer appropriate."

"The same goes for shares and other assets. The value of the assets in a person's will might have fallen significantly since it was drafted and so the will may need to be rewritten."

The Government charges inheritance tax on assets left in wills, which is affected by how much is left and to whom.

Mr Marsh said: "It is essential that anyone with a will who has not looked to update it recently goes to their solicitor to review it and, if needs be, change it to reflect their current financial situation."

"A solicitor is best placed to advise on any necessary amendments, as well as provide guidance on tax planning."

"Reducing the tax burden on the assets you wish to leave in your will has an even more relevant benefit for your family and friends in the current economic climate."

"If you do not have a will, now would be a good time to write one or risk leaving friends, families or other intended recipients of your assets with nothing."

If you are feeling the pinch due to the economic downturn, Citizens Advice Bureaus can offer advice on creating and maintaining wills.

Money left to husbands, wives or civil partners count as an 'exempt beneficiary' and there usually won't be any inheritance tax to pay.

Up to £312,000 can be left to anyone tax free and anything above that it is taxable at 40 per cent.

Inheritance tax does not have to be paid on assets or money left to a registered UK charity.

The Law Society urged everyone to ensure their wills were up to date.

And the Solicitors Journal reported last week that the effects of the economic downturn were already being felt at HM Revenue and Customs in Nottingham after the revenue reported receiving a lot of claims for loss on sale of shares.

For more information and advice on writing wills go to [www.direct.gov.uk](http://www.direct.gov.uk) or [www.lawsociety.org.uk](http://www.lawsociety.org.uk).



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# Triple-whammy drives motorists to think meaner, leaner and greener

IT NORMALLY takes five to seven years to bring a new car to the market, so hard-pressed carmakers deserve credit for so much choice in a market made suddenly harder.

They and their buyers faced a triple-whammy last year: the recognition of global warming, a need to be seen to be greener and now a belt-tightening recession of global proportions.

The Government has also attempted to drive people into smaller and cleaner cars through new road tax bandings ranging from zero to £400/year and set to become tougher.

By 2010, gas guzzling limos or 4x4s face £950 road tax in the first year, although anyone spending £50,000-100,000 on a car is unlikely to be put off by such a paltry sum.

For those who want to reduce their motoring costs and emissions footprint though, 2009 opened with plenty of options.

The headline grabber is Toyota's all-new IQ baby car. Seating three adults and a child within a bodysell barely longer than a two-seat Smart city car is no mean feat by the

By **STEVE LOADER**

world's No1 carmaker. It entailed clever downsizing of traditional components and yet the IQ has looks and equipment to become a cult car.

Talking of which, Fiat has not done so badly with its retro-styled 500 city car – in its junior form it offers affordable road presence as well as great economy.

Most carmakers are also falling over themselves to come up with 'eco-branding' for the most miserly and low-emission versions of top sellers; German car marques have a strange



**TOYOTA IQ: Proper car in small package**

urge to describe their greenest offerings as 'blue' hence the BlueMotion series from VW and rather less snappily labelled BlueEfficiency models from Mercedes-Benz.

In their usual bid to be different from each other, Vauxhall and Ford have each come up with something similar: the greenest Vauxhalls are ecoFLEX, while Ford counterparts are ECOlogic.

The duo's newest standard bearers are the Vauxhall Insignia ecoFLEX family/company car sector model and Ford's impressive road tax-exempt Fiesta ECOlogic.

Such 'eco-specials' can achieve improved fuel consumption, emissions and road tax bills with a mix of enhanced aerodynamics, revised engine management and gearbox ratios and lower rolling resistance tyres.

However, they don't come cheap, so weigh potential long-term savings against the greater upfront cost – if you don't cover the miles, then conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps need to be compared with new and more powerful small petrol models available such as VW's new turbocharged 1.4-litre variants.

On the wider issue of alternative fuels see our Fuel For Thought feature later in this section.



**VAUXHALL: Has adopted ecoFlex branding for the greenest versions of its model line-up**

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■ Baileys Nissan in Canterbury is offering 15 per cent off MOTs

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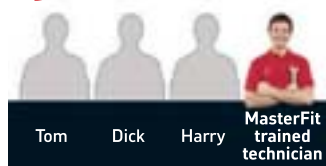
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# Smart driving saves money

SWAPPING your car for something more economical, road-tax friendly and cheaper to insure is an obvious way to tighten your motoring belt, but we can all save money with smarter driving.

Try to avoid short journeys for a start; a cold engine can produce 60 per cent more pollution than a warm one and a car that leads a life of short journeys needs more servicing and the engine will wear more quickly.

Traffic on our roads contributes 26 per cent of the UK's total carbon dioxide emissions (CO2) but, having decided your journey must be by car, check these tips from the IAM (Institute of Advanced Motorists) and RAC Foundation motoring watchdogs:

- Plan your route – forethought can save wear and tear on the car and the driver. Try to take the most direct route – a sat nav can help – and go off peak if possible. If you have to commute by car, think about car sharing, 'Park and Ride' schemes or public transport.

- Have your vehicle serviced regularly to maintain efficiency and economy. Under-serviced engines can reduce fuel economy by 10 per cent or more. Catalytic converters are environmentally friendly, but only when properly maintained.

- Check tyres – under-inflated tyres need replacing more often (itself an environmental problem), are dangerous and waste fuel. Anybody who has cycled on 'flabby' tyres knows what extra effort is involved, so check pressures weekly.

- Obey speed limits to save money and keep you on the right side of the law. Try to 'feather' the throttle as you reach cruising speed; 56mph uses 25 per cent less fuel than 70mph and a smoother driving style can bring significant fuel saving.

However, never coast in neutral or with clutch pedal depressed to save fuel; vehicle control must not be compromised.

By **STEVE LOADER**

- Accelerate briskly without racing the engine – pulling away too fast uses up to 60 per cent more fuel. Use the gearbox efficiently as changing gear at modest engine speeds can cut fuel consumption by up to 15 per cent.

- Reduce drag – remove roof racks and carriers when not in use. Driving with windows open also mars aerodynamics and lowers fuel economy. Remove unnecessary and heavy boot luggage and avoid heavy accessories and wide tyres that add rolling resistance. Air conditioning lowers fuel economy so use the fan and vents unassisted as much as possible.

- Buy green fuel and use less. Find out if you can buy low sulphur diesel (City diesel) or cleaner petrol (low sulphur/aromatics) locally. Consider a conversion to LPG (liquid petroleum gas), which is half the price of petrol, generates almost as much power and emits much less CO2.

- Use 'accelerator sense'. Do you go straight from accelerator to the brake? You save fuel if you plan ahead and, rather than have to brake as you hit traffic, gently let the speed of the vehicle bring you to a halt as you join a queue. There is no point in rushing and then having to brake suddenly.

- Reverse in when you park. When you start off again, the engine is cold and inefficient. If you can drive away smoothly without having to reverse, you save fuel and have better visibility.

- Be a tank miser. Why fill the tank to the brim and carry more weight than is necessary?

- If you are stuck in a jam then you are doing zero mpg – turn off the engine after two minutes to save fuel and emissions.

For more eco driving tips see Julie Maddocks' online video report at [www.yourkenttv.co.uk/community](http://www.yourkenttv.co.uk/community).



**ECONOMY:** Review your driving techniques to save money all round (top) and (below) keep on top of tyre pressures to save fuel and wear and tear



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By **STEVE LOADER**

MORE than ever, UK drivers are asked to think about what is cheap-est and best to run their car on.

Diesel has become first choice, accounting for more than half of all new car sales, but can it continue?

Part of diesel's appeal was cheapness, greater mpg and the ability of the engines to deliver low-down pulling power and meet tighter emissions legislation.

However, the fuel now commands an increasing premium against petrol and there are questions about whether the fuel can continue to meet ever-tighter emission laws.

In addition, petrol has fought back with smaller, lighter and cleaner engines with turbocharging and even supercharging for extra flexibility, but there are other power source candidates emerging to save money and the planet:

### Hybrid

Toyota is readying the third generation of its ground-breaking Prius hybrid and Honda plans the launch of a new Insight family hatchback priced to attack the likes of the Ford Focus. Both hybrids use petrol engines in tandem with electric units.

But two powerplants and power supplies – fuel tank plus batteries – mean more weight, while complexity of production questions profitability. If you're considering a hybrid you need to be covering many miles to justify extra upfront cost and bear in mind motorway mpg is hardly better than a standard car.

### LPG

Liquefied petroleum gas (LPG) looks like an excellent alternative fuel due to lower fuel duty and emissions, cheaper car tax and grants towards the higher cost of buying new or converting older vehicles to run on LPG.

There is also a plentiful UK LPG supply as a spin-off from natural gas and refinery production of other fuels.

# Fuel for thought

There are many more LPG filling points across the country too – Kent now has some 40 LPG sites – and Proton recently launched a petrol and LPG version of its GEN-2 family hatchback for the same price as the petrol-only model (£10,765).

LPG costs about half that of petrol and diesel at the pump, emits about 20 per cent less CO<sub>2</sub> than petrol and slightly less than diesel and fewer nitrogen oxides and particulates than diesel. However, the calorific value and mpg is slightly lower than for petrol and it will cost at least £1,500 to convert an existing vehicle via an approved LPG Association operator.

### Electric

Electric-powered vehicles should be cheap to run, but battery technology is not yet advanced enough to guarantee ranges to satisfy would-be owners. There is the obvious worry too that the car's emissions are being transferred from the exhaust pipe to the chimney of a power station burning fossil fuel.

### Biofuels

Biofuels derived partly from vegetable matter appeal since plants absorb CO<sub>2</sub> during growth and simply release it again when burned – a virtuous circle. Fuels derived with an element of plant matter divide broadly into biodiesel and the petrol alternative bioethanol, and most road fuels sold in the UK will contain at least five per cent biofuel by next year, anyway. Some specialist vehicles are available that can run on higher 'bio' concentrations, but there is concern that turning over arable land or forest to grow 'biofuel' plants will strain the world's food supplies.

### Hydrogen

Use of this abundant gas to power electrically-driven cars – Honda already has an extensive trial running in California – looks like the future. Hydrogen cars are zero emission, but it is proving hard to establish the cost and possible emissions side-effects of producing the hydrogen fuel.



Peugeot's smooth diesel models have done much to persuade UK drivers to switch from petrol and this Peugeot 308 HYbrid 2 concept shows how the French marque is also looking at a diesel-electric combination for the future

## Essential guide to where you can save

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■ Simply Sofas & Beds in Strood is offering 10 per cent off sofas

■ Dartford Portable buildings in Dartford is offering up to 15 per cent off timber buildings. Finance options available on Crompton garages

■ Living Out, Log Cabins in Chestfield and Maidstone is offering 10 per cent off

■ County Garage in Herne Bay is offering a free protection pack worth up to £400. Free full tank of fuel, free Gard X Paint and interior protection, free front and rear mats

■ Aylesford Self Storage in Aylesford is offering free used boxes for all storage customers

■ Home Plus Furniture in Ashford/Chatham is offering £75 off when you spend over £500

■ FG Barnes in Maidstone is offering a free MOT for period of ownership when done with a service

■ Orchard Spot in Maidstone is offering 10 per cent off a wedding package. Must be booked on February 15 at wedding fayre

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## PROPERTY NEWS

### Don't bank on a year of decline

UNCERTAINTY could yet deliver good news to the housing market and not just doom and gloom, one of the UK's top money experts has said.

While the general mood is the housing market will continue to decline over the coming months, chief economist of Britain's largest building society, Nationwide, says we should assume nothing just yet, but wait to see how the economy unfolds.

Fionnuala Earley, has suggested how, despite the recession seen in the final quarter of 2008, the economy may benefit from the built-up demand of first-time buyers who will invest when the markets begin to recover.

She said: "In these turbulent times the uncertainties around all forecasts are greater than usual.

"If the economy goes into a deeper recession we should expect to see a slower recovery in the cycle.

"However, if the economy recovers more swiftly, we may expect a faster turnaround in the housing market.

"Three main factors have been behind the sharp fall in prices: credit conditions, expectations and affordability."

"Conditions remain volatile going into 2009 making it more difficult than usual to arrive at a specific forecast for house prices. In these unsettled times a forecast subject to frequent change could itself add to greater uncertainty."

### Policy plans for Brits living abroad

HOLIDAY home insurance specialist Intasure has introduced a new policy for people who have their main homes in Britain but are abroad for much of the year.

The company, which provides policy documents in English and operates a UK-based English-speaking support team, also provides cover for holiday homes across European countries and further afield, such as Thailand and the United Arab Emirates.

The firm says its policies are designed around the needs of property owners and can include locally tailored cover.

The new policy for UK-domiciled holiday home owners is being promoted by insurance company JML, which points out that increasing numbers of British second home owners are retired and can therefore spend long periods away from their main residences.



# Trading up offers silver lining in cloudy market

■ BY NICK AMES

THE fall in house prices has brought some good news for people looking to climb up the property ladder.

And it comes as a result of tumbling house prices reducing the gap between one and two-bedroom homes.

One-bedroom houses have fallen in value by eight per cent in a year, while two-bedroom houses have seen nearly 12 per cent slashed from their value.

The difference in price between a one and two-bedroom home is now £31,000 on average – that's the lowest in five years. Just 12 months ago it was £41,000.

Now estate agents are hoping more people will chose now to sell their home to first-time buyers and move up, helping free the market and benefit sellers across all price ranges.

With interest rates at their lowest level ever, that additional £30,000 on the mortgage could cost as little as £120 a month extra.

One analyst said for many people it means affordability they may not have realised amid all the economic gloom.

The value of two-bedroom homes had fallen the most, losing 11.92 per cent during 2008, compared with a drop of eight per cent for one-bedroom homes.

Three-bedroom house prices have fallen too, by an average of 11.89 per cent. But it is still cheaper than a year ago to trade up from two to three bedrooms. It costs £58,436 on average – 12 months ago it was £66,264.

#### Better home

One estate agent said: "These are tough times and house prices have fallen. But if people can afford to sell their house for less, they will be able to buy a better home for less as well."

But when you get into four-bedroom territory it is now more expensive to bridge the average price gap between a three and four-bedroom house.

The average cost of a four-bedroom home has fallen from £390,343 to £370,276 during the last year, but because the price of three-bedroom homes has fallen faster, the cost of trading up has increased from £141,733 in 2007 to £151,235.

Nicholas Leeming, director of propertyfinder.com, said: "The real catalyst for house price falls has been a lack of mortgage availability, particularly for less credit-worthy borrowers.

"This means the bottom end of the market has been more impacted by the slowdown and prices there have fallen more rapidly.

"People higher up the ladder will naturally find it easier to gain access to finance in order to move, but because of this the price of four-bed properties has only fallen five per cent compared with around 12 per cent for two and three beds, so the financial gap has actually widened."



SIGN OF THE TIMES: But house price falls and low interest rates have brought larger homes within reach

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Source: • Customer satisfaction survey, Dec 2007  
 • Property portal visitor stats Jan 2008  
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### AYLESHAM £137,500



canterbury@your-move.co.uk 0845 370 9726  
 • Well Presented Family Home  
 • Three Bedrooms • Conservatory

### CANTERBURY £232,000



canterbury@your-move.co.uk 0845 370 9726  
 • Modern Terraced House • En-Suite Shower Room • Family Bathroom

### STURRY £189,995



canterbury@your-move.co.uk 0845 370 9726  
 • 3 Bed Semi Detached • Situated In A Cul-De-Sac • Separate Lounge

### SARRE £135,000



canterbury@your-move.co.uk 0845 370 9726  
 • Village Location Of Sarre • First Floor Apartment • 1 Bed • Lounge

### BLEAN £195,000



canterbury@your-move.co.uk 0845 370 9726  
 • Well Situated Family Home • Three Bedrooms • Lounge Through Diner • Conservatory • Light And Airy Kitchen • Garage With Parking • Laid To Lawn Rear Garden

### LITTLEBOURNE £179,995



canterbury@your-move.co.uk 0845 370 9726  
 • Well Presented Family Home • Three Bedrooms • Light And Airy Kitchen • Dining Room Open To Lounge • Downstairs Cloakroom/Wc • Dressing Room With Access To Loft • Parking • Rear Garden Mainly Laid To Patio

### PUBLIC NOTICE

Property address: - 6 Merrywood Grove.  
 We advise that an offer has been made for the above property in the sum of £220,000. Any persons wishing to increase on this offer should notify the agents of their best offer within the next 7 days.  
 Agents address: 118 High Street, Herne Bay, CT6 5JY  
 Agent Number: 01227 367161

hernebay@your-move.co.uk 0845 370 9729

### HERNE BAY £175,000



hernebay@your-move.co.uk 0845 370 9729  
 • 3 Bed Semi Detached • Close To Local Schools • Lounge/Dining Room

### HERNE BAY £150,000



hernebay@your-move.co.uk 0845 370 9729  
 • Stamp Duty Exempt • 3 Bedroom Terraced • Sought After Location

### HERNE BAY £154,995



hernebay@your-move.co.uk 0845 370 9729  
 • 3 Bed Family Home • 2 Receptions • Front And Rear Gardens • Kitchen

### HERNE BAY £357,000



hernebay@your-move.co.uk 0845 370 9729  
 • Executive Detached Family Home • 6 Bedrooms • En-suite To Master & Bathroom • Shower Room • Lounge/Dining Room • Double Glazed Conservatory • Kitchen/ Breakfast Room & Utility Room • Separate Study & Cloakroom • Parking For Approx 3 Cars

### HERNE BAY £365,000



hernebay@your-move.co.uk 0845 370 9729  
 • Offering Many Original Features • Detached Family Home • 4 Double Bedrooms • Separate Lounge And Study Area • Dining Room And Sun Lounge • Kitchen And Utility Area • Downstairs Cloakroom • Front And Rear Gardens

### CHESTFIELD £119,995



whitstable@your-move.co.uk 0845 370 9730  
 • Starter Home • 1 Double Bed • Chestfield Location • Open Plan

### WHITSTABLE £137,500



whitstable@your-move.co.uk 0845 370 9730  
 • Stamp Duty Exempt • Semi Detached Starter Home • 1 Double Bed

### WHITSTABLE £184,995



whitstable@your-move.co.uk 0845 370 9730  
 • Whitstable Town Centre Vicinity • Two Bedroom Terraced Property

### CHESTFIELD £140,000



whitstable@your-move.co.uk 0845 370 9730  
 • Stamp Duty Exempt • End Terrace Starter Home • One Double Bedroom

### WHITSTABLE £219,995



whitstable@your-move.co.uk 0845 370 9730  
 • Semi Detached Bungalow • Three Bedrooms • Off Road Parking/Garage • Living Room/Dining • Fitted Kitchen/Breakfast Room • Shower/Bathroom W.c. • Rear Garden • No Chain

### WHITSTABLE £170,000



whitstable@your-move.co.uk 0845 370 9730  
 • Semi Detached Bungalow • Two Bedrooms • Lounge • Kitchen • Conservatory • Garage • Rear Garden • Double Glazing Where Stated

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HERNE BAY £315,000

- Fabulous 4 bed detached bungalow
- Stunning 22' conservatory
- 125' garden, garage and parking

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BROOMFIELD £174,999

- 3 Bed Detached Home
- Needs Work
- OSP + Garage

Call Stephen on 01227 740840



CHESTFIELD £399,950

- 4 bed detached house
- 3 reception rooms
- Immaculate order thru out

Call Mark on 01227 277254



TANKERTON £285,000

- 4 Bed Detached Family Home
- Close to Tankerton Slopes
- Some Updating Required, Must Be seen

Call Derek on 01227 277254



WHITSTABLE £299,995

- 4 Bed detached home
- Double Garage
- Landscaped garden

Call Michelle on 01227 277254



HERNE BAY £169,995

- 3/4 Bedrooms, 2 receptions
- Close to the Sea
- Totally Chain Free!!

Call Kristy on 01227 740840



HERNE £156,995

- Beautiful garden to rear
- Three bedroom home
- Cul-de-sac location, garage & OSP

Call Kristy on 01227 740840



GREENHILL £154,995

- Upgraded to high standard
- Surprisingly spacious
- 2 beds plus loft room

Call Kristy on 01227 740840



HERNE BAY £154,500

- Three bed family home
- Within school catchment area
- Good sized rear garden

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HERNE BAY £149,995

- 3 bedroom semi-detached house
- Cul-de-sac location
- COMPLETELY CHAIN FREE

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HERNE BAY £144,995

- Lovely 2 bedroom terraced home
- Central heating, double glazing
- Allocated parking, call to view

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HERNE BAY £69,995

- Warden assisted apartment
- Modern decor
- No forward chain!

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HERNE BAY £159,995

- 3 bedroom semi detached
- No forward chain
- Priced to sell!

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HERNE BAY £152,500

- 2 bed detached bungalow
- Centrally located, no chain
- Extensive gardens, must be seen!

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HERNE BAY £145,000

- Well presented 2 bedroom home
- 2 receptions, modern kitchen
- Courtyard garden, parking

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BELTINGE £229,995

- Four bedroom detached
- Cul-de-sac location
- Well presented throughout!

Call John on 01227 740840



BROOMFIELD £224,995

- 4 Bedroom detached family home
- 2 Receptions & en suite
- Southerly aspect garden

Call John on 01227 740840



HERNE BAY £159,995

- 2 bedroom bungalow
- Close to town centre
- Well presented throughout

Call John on 01227 740840



BELTINGE £174,995

- 3 bedroom detached home
- Priced to sell!
- Popular cul-de-sac location

Call John on 01227 740840



HERNE BAY £270,000

- 4 bed detached bungalow
- Spacious accommodation
- Call today to view!

Call John on 01227 740840



SOUTH TANKERTON £210,000

- 2 Bed Detached Bungalow
- Updating required
- Private road

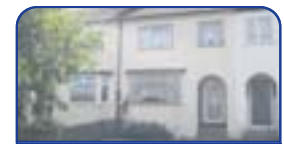
Call Mark on 01227 277254



CHESTFIELD £179,995

- 3 bed end of terrace house
- Conservatory
- Cul de sac position

Call Mark on 01227 277254



WHITSTABLE £169,995

- 3 Bedroom House
- 20' Lounge/Diner
- Good Size Rear Garden

Call Mark on 01227 277254



WHITSTABLE £139,950

- 2 beds, purpose built apartment
- Excellent order throughout
- Allocated parking space

Call Mark on 01227 277254



TANKERTON £250,000

- 2 bed extended bungalow
- Prime location, must be seen
- Close to all amenities

Call Derek on 01227 277254



TANKERTON £174,995

- 2 bed detached bungalow
- Some updating required
- 67' enclosed rear garden

Call Derek 01227 277254



WHITSTABLE £99,995

- 1 bed 1st floor flat
- Close to town
- Must be seen

Call Derek 01227 277254



TANKERTON £124,950

- 2 Bedroom purpose built
- Garden and parking
- No forward chain

Call Derek 01227 277254



WHITSTABLE £165,000

- Two bedroom home
- Allocated parking
- Town centre location

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SEASALTER £225,000

- 4 bed detached family home
- Cul de sac position
- Must be seen

Call Michelle on 01227 277254



WHITSTABLE £187,000

- 3 bedroom family home,
- Kitchen/conservatory, garage
- NO FORWARD CHAIN

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WHITSTABLE £137,500

- 1 bedroom starter home
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- Own driveway to front

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SEASALTER £59,950

- 1 bed static home
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### Chilham £395,000

Five bedroom family home. bathroom, kitchen, lounge, conservatory

CALL OUR CANTERBURY OFFICE 01227 454125



### Chartham OIEO £355,000

5 bedroom detached. Kitchen/diner, utility, reception, conservatory, two en suites, DG.

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### Barham OIEO £300,000

4 bedroom detached home. 2 receptions, conservatory, kitchen, WC.

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### Canterbury £285,000

2 bedroom semi detached house offers a wealth of character, viewing is essential.

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### Canterbury £275,000

4 bedroom detached home in sought after location, many original period features.

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### Canterbury £254,995

3 bedroom detached chalet bungalow. kitchen/diner, lounge, GFCH, DG, garage.

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### Blean £249,995

2 bedroom bungalow offers a wealth of individual character, viewing is essential.

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### Chartham OIEO £215,000

3 bedroom end of terrace property. Entrance hall, sitting room, kitchen.

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### Canterbury £214,950

A victorian 3 bedroom mid-terraced. 2 receptions. Original features. GCH. Garden

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### Wingham £175,000

2 bedroom semi detached cottage. Currently being renovated and refurbished.

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### Upstreet £175,000

2 bedroom terrace home. 2 receptions, kitchen, 2 bedrooms and bathroom.

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### Canterbury OIEO £175,000

3 bed period terrace house within the City walls. Garden, GFCH. Kitchen/diner, utility.

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### Canterbury £174,995

3 bedroom end of terrace. En suite to master, GFCH, three off road parking.

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### Canterbury OIEO £160,000

Needs of modernising, divided into 5 student letting rooms. No chain.

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### Blean OIEO £160,000

3 bedroom semi detached, GFCH, DG, off road parking for two to four vehicles.

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### Canterbury £154,995

2 bedroom Grade II listed terrace cottage, enclosed rear garden, no onward chain.

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### Sturry OIEO £150,000

Newly fitted bathroom, GFCH, DG, front and rear gardens with off road parking.

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### Sturry £138,000

2 bedroom maisonette, 15ft lounge, DG, GFCH, allocated parking and rear garden.

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### Upstreet Offers Over £125,000

2 bedroom terrace property. Lounge, separate dining room, kitchen, rear lobby.

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### Aylesham £119,995

2 bedroom semi detached bungalow, kitchen/diner, GFCH, DG, gardens.

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### Hersden Asking Price £115,000

Viewing of this superb 2 bedroom second floor apartment is essential.

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### Canterbury OIEO £108,000

2 bedroom first floor apartment, 19ft lounge, alloc parking and com gardens.

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### Canterbury Asking Price £89,995

2 bedroom park home, double glazing, allocated parking and no chain.

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### Aylesham OIEO £40,000

A single plot with planning permission for a three bedroom dwelling in Aylesham.

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### Birchington OIEO £30,000

2 bedroom park home. The property is available for 8 or 10 months of the year.

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**Canterbury 01227 457253**
[canterbury@geeringandcolyer.com](mailto:canterbury@geeringandcolyer.com)
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**UPSTREET ASKING PRICE  
£90,000**

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**Canterbury Office 01227 457253**

**CANTERBURY £115,000**

Two Bedroom First Floor Retirement Apartment. Lift. No Onward Chain. Attractive Communal Gardens. A Must View.

**Canterbury Office 01227 457253**

**CANTERBURY £115,000**

Excellent opportunity for a first time buyer or investment is this top floor apartment. Centrally place for City Centre with a range of local amenities near by.

**Canterbury Office 01227 457253**

**CHARTHAM £142,000**

A well presented three bedroom bay fronted cottage in the village of Chartham. Accommodation lounge, dining room, kitchen and bathroom to the ground floor with three bedrooms.

**Canterbury Office 01227 457253**

**PETHAM ASKING PRICE £145,000**

A well presented two bedroom detached park home situated on the south side of Canterbury. Age is restricted to the over 50's. Good size accommodation throughout.

**Canterbury Office 01227 457253**

**STURRY £145,000**

Situated in a popular position is this two bedroom semi detached house. Accommodation includes living/dining room, kitchen, bathroom, garage and rear garden.

**Canterbury Office 01227 457253**

**OLD WIVES LEES OIEO £160,000**

A very well presented two bedroom terrace house situated in village location. Accommodation entrance hall, kitchen, lounge/dining room to ground floor with two bedrooms and bathroom to first floor.

**Canterbury Office 01227 457253**

**HARBLEDOWN, £175,000**

A delightful two bedroom period cottage dating back to the 1700's and situated in the village of Harbledown. The property has been completely refurbished by its current owner.

**Canterbury Office 01227 457253**

**DUNKIRK £189,995**

A 2 bedroom detached bungalow situated in a cul de sac position. Accommodation includes entrance hall, lounge/diner, kitchen with breakfast area, master bedroom with en suite and bathroom.

**Canterbury Office 01227 457253**

**CHARTHAM, £195,000**

A very well presented three bedroom semi detached home. Accommodation entrance hall, kitchen, cloakroom, lounge/diner and conservatory to the ground floor with three bedrooms and bathroom to the first floor.

**Canterbury Office 01227 457253**

**HERSDEN OIEO £215,000**

Very well presented 4 bedroom detached home in cul de sac location. Two reception rooms, WC, utility room, two of bedrooms having ensuite and family bathroom to the first floor.

**Canterbury Office 01227 457253**

**CHARTHAM £230,000**

A stunning three bedroom penthouse style apartment situated on the second floor within secure gated ground of St Augustines Chartham development, plus fabulous views across the North Downs.

**Canterbury Office 01227 457253**

**CHARTHAM £335,000**

Well presented five bedroom detached property with accommodation set over three floors, in the popular location of St Augustines in Chartham. Internal viewing recommended.

**Canterbury Office 01227 457253**

**FAVERSHAM £99,950**

No Onward Chain!! This two bedroom semi-detached cottage has the benefit of en-suite facilities and a rear garden of over 100ft in length.

**Faversham Office 01795 538112**

**FAVERSHAM OIEO £100,000**

This unique two bedroom converted period apartment is in need of refurbishment and is being offered for sale with no onward chain.

**Faversham Office 01795 538112**

**FAVERSHAM £119,950**

No Onward Chain!! A two bedroom semi-detached property offering original features such as sash windows, cast iron fireplaces and cellar. Viewing highly recommended!!

**Faversham Office 01795 538112**

**FAVERSHAM £155,000**

No Onward Chain!! This bay fronted Victorian terrace property offers three bedrooms and two reception rooms and we strongly recommend a viewing at your earliest convenience.

**Faversham Office 01795 538112**

**FAVERSHAM £159,950**

Four Bedroom Period Property, Central Location, Ensuite to Master Bedroom, 98ft Rear Garden.

**Faversham Office 01795 538112**

**FAVERSHAM £189,950**

Three Bedroom Semi Detached House, Enclosed Rear Garden, Conservatory, Downstairs Cloakroom/Utility Room.

**Faversham Office 01795 538112**

**FAVERSHAM OIEO £199,950**

A well presented two bedroom house benefiting from front and rear gardens, conservatory, detached garage and driveway for three cars.

**Faversham Office 01795 538112**

**FAVERSHAM £205,000**

A well presented two bedroom mid-terrace property benefiting from many features to include sash windows and fireplace. Early viewing strongly recommended!!

**Faversham Office 01795 538112**

**FAVERSHAM £250,000**

Three Bedroom Town House, Set Over Three Floors, Ensuite Facilities, Off Road Parking.

**Faversham Office 01795 538112**

**FAVERSHAM £269,950**

Well Presented Detached House, Three Bedrooms plus Converted Basement, Private Walled Garden with Summer House, Separate Lounge & Dining Room.

**Faversham Office 01795 538112**

**FAVERSHAM £285,000**

A three bedroom detached bungalow with kitchen and utility room together with conservatory and benefiting from stripped wooden flooring and open fireplaces.

**Faversham Office 01795 538112**

**TEYNHAM £485,000**

This unique Grade II Listed three bedroom detached property offers many period features and overlooks orchards to the front. Early viewing is strongly recommended!!

**Faversham Office 01795 538112**

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[www.mortgagescountrywide.co.uk](http://www.mortgagescountrywide.co.uk)


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**Countrywide**

## NONINGTON



**£107,000**

A two bedroom first floor flat set in grounds of approximately 4 acres and benefiting from communal gym

## NONINGTON



**OIEO £109,99**

This two bedroom ground floor offers communal facilities to include tennis courts, gym and ample parking.

## PETHAM



**£134,995**

Over 55's only! A two bedroom detached park home in a rural setting whilst being within easy access of city centre.

## ASH



**£154,995**

A 3 bedroom end of terrace house which also benefits from lounge/diner, fitted kitchen, and first floor bathroom/WC.

## CANTERBURY



**OIEO £159,995**

This three bedroom semi-detached property is situated to the east of the city and benefits from kitchen/diner

## CANTERBURY



**£164,995**

A three bedroom semi-detached family home also offering lounge, kitchen, ground floor first floor family bathroom.

## CHARTHAM



**£182,950**

A Grade II Listed cottage with accommodation arranged over 3 floors and offering a good sized sitting room with open fireplace.

## ST DUNSTANS



**£199,995**

This 3 bedroom cottage is within walking distance of Canterbury West Station and city centre and offers secure parking.

## STURRY



**OIEO £292,500**

A spacious 4 bedroom detached bungalow benefiting from planning for a loft conversion to provide a further 3 double bedrooms

## CHILHAM



**£299,950**

A four bedroom semi-detached house which has been extended offering larger than average living accommodation.

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**Herne Bay**

- Desirable location
- 4 beds, en-suite, dressing room
- No onward chain

.....£335,000



**Bullockstone**

- 4/5 bed detached house
- Extended living accommodation
- 2 separate bathrooms

.....£319,995



**Beltinge**

- 4 bed detached house
- Popular Castle Chase development
- 3/4 reception rooms

.....£249,995



**Herne Bay**

- 3 double bed chalet bungalow
- Less than 5 Years old
- Close to schools and seafront

.....£215,000



**Broomfield**

- 3 bed detached family home
- Farmland views to the side of the property
- Double glazed conservatory to the rear

.....£212,000



**Herne Bay**

- 3/4 bed detached chalet house
- En-suite shower room
- Close to train station/walking distance to town centre

.....£205,000



**Beltinge**

- Stamp duty and legal fees paid!
- 2 bed Chalet House
- Integral Garage

.....£199,995



**Studd Hill**

- Superbly Presented 2 bed detached bungalow
- Fantastic field views from rear garden
- Recently refurbished

.....OIEO £189,950



**Greenhill**

- 3 bed detached house
- Fitted kitchen/diner and separate dining room
- Immaculate condition throughout

.....£189,000



**Bishopstone**

- 3 bed semi detached house
- Extended garage
- Possible no chain ahead

.....£179,995



**Herne Bay**

- Cul De sac location
- Superior 3 bed family semi
- Detached garage

.....£177,500



**Herne Bay**

- Needs some modernisation
- Large Garden
- 4 bedrooms

.....£175,000



**Greenhill**

- 2 bed semi detached bungalow
- Popular Greenhill location
- Good order throughout

.....£165,000



**Herne Bay**

- 3 bed extended house
- Cottagey feel internally
- Located in the outskirts of Herne Bay town centre

.....£154,995



**Studd Hill**

- 3 bed detached bungalow
- Field views from rear of property
- Some refurbishment required

.....£130,000



**Swalecliffe**

- Ground floor flat
- 1 Bedroom
- Communal gardens

.....£105,000



**Herne Bay**

- 1 Bedroom retirement Flat
- Very handy town centre location
- Warden assisted

.....£99,995



**Herne Bay**

- Desirable Location
- 4 Bedrooms - Individual Home
- Ideal family home!

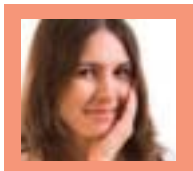
.....£259,995





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### TAKE ME FOR WHO I AM

Hi I'm Sam, 22, looking for a relationship. I'm blonde, have brown eyes, love cosy nights in and cinema, looking to share a relationship. Box 447871 **1**

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### SOCCER FAN

SEEKS SOULMATE  
Fun to be with blonde female, 25, 5ft2, loves football(!), going out and staying in, looking for a like-minded man to be soulmate. Box 446494 **1**

### SMILES

Hi I'm 27, redhead, 5ft1, blue eyes, intelligent, open-minded, caring, loves going out, music, good meals, seeking friendship and snuggles with caring, understanding gent. Box 446786 **1**

### SATISFACTION GUARANTEED

Lively female, 26, 5ft2, brown hair, green eyes, size 10, single mum, enjoys most things, seeks genuine, laid-back guy, for fun, friendship and more. Box 428555 **1**

### HOLD MY HAND

Single mum, 28, looking for LTR. I enjoy cosy nights in, dancing, dining out. I'm 5ft1, short hair, blue eyes. Box 445363 **1**

### NO TIMEWASTERS!

Easilygoing female, 32, enjoys shopping, football, eating out, cosy night in, WLTm loving, caring white male 35-47 for long term loving relationship. Box 444214 **1**

### CHATHAM UP!

Pretty black female, 32, tall, loves watching football, shopping, travel, seeking tall, white, loving male, 34-47, for LTR. Chatham. Box 437778 **1**

### FUN-LOVING FEMALE

Attractive, 31, 5'4", size 12, dark hair with blonde highlights, tactile, WLTm intelligent, professional, attractive guy, for a happy relationship. Tunbridge Wells. Box 308734 **1**

### CANTERBURY TALE

Hi guys, fun-loving single mum, 34, WLTm the man of my dreams! I'm genuine, honest and full of life! Only decent, honest men may apply!!! Box 406670 **1**

### SOULD GOOD?

Hello I'm 35, kind, caring and non-smoking, enjoy cooking, cinema, music, dining in and out, looking for that special someone to enjoy a relationship with. Box 447595 **1**

### CLOSE ENCOUNTER

Loving, caring, tactile female, 36, 5'8", blonde hair, blue-eyes, N/S, GSQH, likes cinema, bowling, country pubs, nights in/out, seeks male for friendship and LTR. Box 827618 **1**

### FRIENDSHIP, MAYBE MORE

Social, genuine, honest, single mum, 36, 5ft6, I've got hazel eyes and dark hair and enjoy the cinema, meals out. WLTm sincere, attractive, genuine male. Box 446840 **1**

### MESSAGE IN A BOTTLE

Good-looking woman, 37, 5ft2, brown hair/eyes, 2 kids. Looking for new friends and hopefully someone special. Box 446039 **1**

### ON THE LOOKOUT FOR LOVE

37yr old female, two kids, slim, brown hair and eyes, 5ft2, looking for a caring, loving, honest and trusting male to be my someone special. Box 446552 **1**

### TRY ME

Asford-based woman looking for an honest, friendly, caring and loving man. I have 2 kids and enjoy the usual things in life. Box 446985 **1**

### SEIZE THE DAY

Loving female, 36, 5ft4, brown hair, green eyes, likes socialising, staying in, seeks genuine male for friendship and more. Box 428668 **1**

## FREE AD placement, call:

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(Calls cost £1/min; contact your service provider for details)

### HAPPINESS, THE

### GREATEST GIFT...

Shy female, 40, 5ft9, blue eyes, short blonde hair, medium build, loves going out, wine and dining, holidays; seeking likewise gentleman to be happy with. Box 446763 **1**

### NO TIES

Lonely, bored, professional Tunbridge Wells Asian lady, 40, WLTm slim, single, solvent, professional white male 40-50 for company, fun, love and laughter. Box 443573 **1**

### BORN TO MAKE YOU HAPPY

Caring lovely lady, 42, genuine, short brown hair, lacks confidence! Seeking a nice, genuine person, someone special to put the spark back into my life. Box 865761 **1**

### COULD IT BE YOU?

Hi I'm 44, slim, 5ft6, a redhead, love nights out, socialising, looking for friendship initially and hopefully more later on. Box 889800 **1**

### BUBBLY

Brunette, 45, 5ft3, blue eyes, size 18, likes socialising and nights in, looking for a nice, honest and caring gent to share good times with. Box 447642 **1**

### SOULMATE SOUGHT

African descent female, 45, 5ft6, full figure, radiant, happy, attractive, loves music, theatre, travel, the arts, WLTm gentleman who is cultured, kind, solvent and fun. Box 443998 **1**

### HERE WE ARE

Easilygoing female, 45, self-employed hairdresser, likes theatre, restaurants, socialising, sofa cuddles, seeking loyal, loving, caring male for good times and more. Box 444672 **1**

### MAKE ME LAUGH!

Fun extrovert person, 45, likes cinema, going out, meals, socialising, 5ft7, dark brown hair/eyes, curly, seeking a nice guy to start off as friends with. Box 442905 **1**

### EVERLASTING LOVE

Beautiful black female, 46, WLTm a caring, gentle and loving gentleman, 45-60, 5ft10+, pref a bit sporty, for a everlasting relationship. Tunbridge Wells. Box 445407 **1**

### SINCERITY

Hi I'm Marian, petite, blonde, green eyes, 46, looking for my Mr Right to have fun with and enjoy lasting relationship with. Box 447986 **1**

### ARE YOU A GENTLEMAN?

Cuddly blonde, 46, 5ft4, loves rugby, travelling, conversation and the normal things! Seeking similar man to make each other happy. Box 448094 **1**

### THE REAL THING

46yr old Princess looking for loving, romantic, faithful, loyal, open-minded knight in shining armour for forever love. Box 883560 **1**

### ARE YOU THE ONE FOR ME?

Caring, cute female, 46, petite, likes socialising, dancing, travelling, good food, seeking intelligent, loyal man 42-52 for love and TLC. Seaford. Box 444366 **1**

### HELP ME OPEN UP

Easilygoing lady, 46, dark brown hair/blue eyes, medium build, likes life, socialising, the seaside, walks, drinks, WLTm male to share a bottle of wine with. Box 444585 **1**

### BE MY FRIEND AND LOVER

Bubbly, caring lady, 47, divorced with 2 teenagers, dark hair, medium build, into cooking, driving, love to talk, laugh and have fun, seeking a normal guy. Box 425952 **1**

### LAUGHTER, THE BEST MEDICINE

Help me write my stand-up comedy routine! I'm 49, you'll need to make me laugh out loud and understand observational comedy to make the grade. Box 892640 **1**

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### IS THERE SOMEONE OUT THERE?

Lonely lady, 62, 5ft3, medium build, brown hair/eyes, likes dancing, walks, animal, seeks caring, considerate, outgoing male for friendship leading to LTR. Box 446382 **1**

### WHERE R U?

Cheerful, honest, popular blonde, 50yrs old, 5ft2, slim, looking to find an honest, loyal man. I can, again, leave contacts. Box 887347 **1**

### NEW FRIENDS

Divorced woman, Maidstone area. I'm a nurse and enjoy family life, country, seaside, days out, socialising. I'm tall and slim, with blonde hair. Single dads welcome! Box 447982 **1**

### LOVE TO LOVE

Easilygoing female, 40, blue eyes, blonde hair, medium build, likes wine, dining, socialising, holidays, walks cinema; seeking likewise female for companionship and more. Box 446953 **1**

### ATTRACTIVE, BUBBLY LADY

52yrs, 5ft6, blonde, size 12 enjoys good food/wine, theatre, countryside, holidays, seeking a sincere, genuine female, for friendship first, possibly relationship. Box 414143 **1**



## MEN seeking women

### RELATIONSHIP STATUS

Outgoing fun-loving person, 23, brown hair, brown eyes, medium build, 5ft8, likes going out, staying in, pubs, clubs, seeking girl with nice personality for love. Box 444424 **1**

### BLUE-EYED BOY

5ft8, blonde-haired, blue-eyed, average build guy, 23, likes hanging out with friends, trying new things, meeting new people, seeking single girl for mutual love. Box 888422 **1**

### DO I ATTRACT YOU?

Hi, I'm Alex, 27, from South Africa, love reading, cooking, clubbing, travelling, seeking fun-loving woman, for friendship, leading to more. Box 447840 **1**

### GET IN TOUCH

Very romantic and genuine guy, 28, 6ft3, likes quiet nights in, romantic walks cinema, candlelit dinners; seeking female 24-35 for love. Box 448091 **1**

### FOR LOVE

Hard-working male, 29, 5ft10, dark hair, brown eyes, medium build, plays harder! Likes going/eating out, walks, pubs, love life, seeking similar guy. Box 447252 **1**

### BE MY BABY?

Apparently good looking white male (I), 35, 6ft5, medium-muscular build, dark brown hair/eyes, likes keeping fit, reading, wildlife; seeks similar girl for love. Box 448089 **1**

### LAYING THE FOUNDATIONS

Ambitious 38yr old single, down-to-earth, broad-shouldered, slim, athletic, likes restaurants, travel, wine bars, clothes, seeks similar caring confident girl for love. Box 448003 **1**

### HOP ON!

Hi, I'm Mark, 6ft, slim/medium build, lots of interests including motorcycles, WLTm a kind and honest female to share fun times and laughter with. Box 445124 **1**

### R U 4 ME?

Down-to-earth, loyal guy, 36, looking for companionship, leading to a long-term relationship. Enjoys meals out, good company, conversation, cosy evenings in. Box 914917 **1**

### THE WIND BENEATH YOUR WINGS

Guy of 40, outgoing, fun, tall, told I'm handsome, easilygoing, looking to meet a nice, attractive lady to sweep off her feet. Box 883376 **1**

### PUT THE SPICE BACK IN!

Family orientated guy, 41, separated, looking to find a lady who wants the fun and company of a partner back into his life. Box 884085 **1**

### SEARCHING FOR LOVE

Genuine single fella, 41, worked hard all my life now need to find love, seeking loving lady to have loads of fun and more with. Box 884098 **1**

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### HOLD HANDS

Hi I'm Bill, 48, 5ft7, well built, short brown hair, brown eyes, loyal, loving, caring, looking for a similar lady to cuddle.. Box 447902 **1**

### PUPPY LOVE

Dogg-loving guy, I'm 47, 5ft8, short hair, green eyes, slim. I love gardening, country walks, sports - football, tennis, DIY, animals. Box 428800 **1**

### HONESTY AND OPENNESS

Not bad-looking male, 51, 5ft11, medium build, very short gray hair, loves music, TV, the odd drink, socialising; WLTm friend first and then see. Box 448013 **1**

### WHO KNOWS?

Unattached attractive man, 53, average height and shape, brown eyes and dark hair, WLTm unattached lady to share life and laughter with. Box 883649 **1**

### MADE FOR LOVE

Easilygoing male, 51, 6ft, tactile person, loves music, films, driving, seeks female, to share these good times with. Box 826612 **1**

### LOST WITHOUT YOU

Easilygoing professional, 56, full working order, GSQH, enjoys outdoor life, travel and romantic nights in, WLTm tactile soulmate to light up my life, for life. Box 445059 **1**

### ROUGH DIAMOND

Looking for a sparkling jewel! I'm a loving male, 56 and enjoy gardening, sport, theatre, music. WLTm fun, intelligent, sexy lady. Box 448056 **1**

### WHO KNOWS?

Loyal honest guy, 56, 5ft10, slim, short fair hair, enjoys life, motorcycling, seeking humorous lady with genuine nature for love. Box 484072 **1**

### TAKING OUR TIME

Homesly gent, 65, 6ft, non-smoker, likes gardening, fishing, antiques, seeks attractive, slim, curvaceous lady 50-55ish for company to pubs, wine and more in time. Eastbourne. Box 446454 **1**

### QUICK-STEPS TO LOVE

Hello I'm 66, 5ft9, affectionate, fit, love dancing (no expert though!), theatre, art, music, seeking fair caring lady with GSQH, perhaps to dance with? Box 440237 **1**

### CAN'T WAIT TO MEET YOU

Reliable romantic 70yrs young widower, enjoys eating out, socialising, music, dancing, seeking that special like-minded lady.. Box 447973 **1**

### A DRINK AND A HUG...

I'm 26, 5ft8, brown hair, green eyes, medium build, a happy person who likes having lots of fun, restaurants, pubs, clubbing, WLTm similar loving man. Box 886623 **1**

### JOINED IN LOVE?

Good-natured, down-to-earth guy, 46, green eyes, dark hair, slim, enjoys holidays, music, pubs, eating in/out, WLTm male, 35-50, for companionship. Box 441106 **1**

### MANLY MAN

Trustworthy, honest guy, 49, stocky, into most things, very romantic, looking for a similar male to spend times with & get close too! Box 883313 **1**

### MAN 2 MAN

Mature, fit guy, 50, 6ft, large build, likes nights in, looking for gent, 60+, for a happy relationship. Seeking lady leading to LTR. Box 897705 **1**

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## MOTORS NEWS



### French coupé chic

RENAULT dealers have the French marque's new halo model in stock – the sleek and sporty Laguna Coupé.

Gary Obee of Motorline Ashford said: "For what is such a strikingly beautiful and well equipped car, the price tag (from £20,995) is incredibly low and it comes with a host of equipment as standard."

The newcomer offers two versions of Renault's acclaimed 2.0 dCi diesel engine and two petrol engines (2.0 and 3.5 V6) all with six-speed transmission – a 3.0 V6 dCi is also promised soon.



### Extra zero appeal

SUZUKI has extended its recession-busting zero per cent finance offer until March 31 and this includes the Swift supermini and new ultra-economical 1.0-litre version of the Splash mini-MPV.

The Japanese brand has also added a cool new option to the lively 1.6-litre Swift Sport – cool white pearl metallic paint – from £11,750.

In addition, there is a new website to stoke consumer interest in the latest Alto budget model due on March 1, with CO2 emissions of only 103 g/km and potential 62 mpg.



### Strangled at birth?

PETROLHEAD rumour-mongers will have fun with this gorgeous VW roadster concept unveiled at the Auto Show in Detroit.

The German car giant insists that "Concept BlueSport is a design study with no immediate plans for production", but one wonders whether this decision was made before or after Porsche's recent takeover of the VW Group and its understandable concern about potential damage to Porsche Boxster sales.

The supercar brand already has a 'cuckoo' in the VW corporate nest – Audi's Porsche 911 rival, the R8.



**CLASSY:** The Fabia's Sport trim adds a few thousand to the price of your car, but it's money well spent when you consider savings in relation to other such cars

## Sport's style peps up Fabia

### ROAD TEST SKODA FABIA

BY STEVE LOADER

#### STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

standard Fabia's robust materials, ample stowage and – this time around – much 'sunnier' cabin.

It is all a far cry from the Soviet Bloc Skoda plastic-covered card trim of a few decades ago.

A decent size boot with thoughtful detachable stowage bin and two-position parcel shelf, also exhibits modern Skoda's usual thoughtful design.

There is no special chassis tuning to go with the Sport label – this is, no doubt, reserved for the vRS successor – but the basic Fabia set-up is suited to both staid and spirited driving.

Skoda has managed to pitch the ride quality well for the supermini class, yet the car grips and corners with great style.

I had mixed feelings about the flagship 105bhp 1.9TDI engine in our £13,155 test car though.

It is powerful and frugal – capable of averaging nearly 60mpg – but feels heavy and raucous except during motorway cruising, when its economy is best enjoyed.

Consequently, I think many customers should check out the cheaper 1.2 and 1.6-litre petrol and 1.4 diesel Fabia Sport alternatives.



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## USED CAR ROUND-UP: OUR PICK FROM A KEY SECTOR

### ROAD TAX AND FUEL SAVERS

VOLATILE fuel prices and a hike in road tax charges have combined with recession fears to force a reality check on Britain's drivers. The good news is that you do not have to buy new to slash your motoring costs, even if used prices on top economy cars have boomed as 'gas guzzler' values went bust. Neither must you give up on style; our choice here includes two real 'scrooge' options, but the MINI D can look after your wallet and street cred for a little more outlay upfront.

#### FIAT PANDA



FIAT'S five-door city car shows a space-efficient interior does not have to result in a utilitarian exterior. The compact Italian is also decent to drive, cheap to insure and costs peanuts to run. The Panda of the 80s was also cheap and cheerful, but didn't feature the cutting edge technology of its modern day counterpart. A lively turbodiesel – averaging more than 65mpg – and a rugged little 4x4 option only add to the Panda's powerful attractions.

##### STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

#### PEUGEOT 107



PEUGEOT'S smallest model is the best seller of a joint venture three and five-door city car project that also spawned the Toyota Aygo and Citroen C1. All come from the same production line in the Czech Republic and, with minor styling tweaks, are modern, stylish, cheap to run and reliable. Launch prices were not as cheap as expected, but robust new car sales and secondhand values indicate the public is willing to pay to save money and the planet.

##### STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

#### MINI D



USED values for the frugal yet lively diesel version of BMW's MINI are steep, but the rewards are worth it; the car drives well, oozes class, will save money and be worth more when you sell. The downside is a relatively cramped interior in comparison with its exterior – the antithesis of its all-British forbear – and rarity when buying. A late 'Mark II' petrol version with BMW's eco-friendly 'Efficient Dynamics' package is a possible alternative though.

##### STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

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CAREER THAT IS REWARDING?**

For all shifts in Canterbury, Deal, Sandwich & Dover  
Full training given. Competitive rates of pay with  
enhancement paid for NVQ qualification. Uniform  
supplied and mileage allowance paid.

Please contact Sharon or Leon for further details.  
For Canterbury, Deal and Sandwich call 01227 712300  
For Dover call 01304 240424  
or email [meridiancanbury@aol.com](mailto:meridiancanbury@aol.com)

**Busy Nursery School has the  
following vacancies**

**Nursery Manager** required for day to day running of  
a busy day nursery. NVQ3 and previous experience in  
this post is essential (full time).

**Head of under 3's.** Duties to include the day to day  
running of our under three year olds classrooms.  
NVQ 3 and experience in a similar post is essential  
(full time).

**Montessori Teacher.** Must have relevant Montessori  
qualification (part/full time).

**Nursery Nurse.** NVQ 2 or 3 or equiv (part/full time).

Please contact for further details:  
Tel: 01843 600444 between 8:00am and 5:00pm  
(Mon-Fri)

**House Manager**  
**Negotiable Salary**

Required to run a Residential home for Adults with  
Learning Disability at our Sheerness home.

You must have at least 2 years previous experience on a  
management level.

To be confident, assertive and possess excellent  
communication skills (written and verbal) at all levels.  
Experience of writing reports, undertaking projects and  
supporting the Organisation.

You will need to hold NVQ Level 4 Management in Care;  
RMA is desirable but not essential, as training will be given.  
Must be fully conversant with Care Standards.

If you have experience we are looking for, please write with a  
full CV and covering letter together with a note of your salary  
expectations to:

**Administrative Manager / Christine Morgan**  
Forward Care (Residential) Ltd  
15 Keycol Hill, Sittingbourne Kent ME9 8LZ  
Closing date 31st January 2009  
Previous applicants need not reply

**Abbey Court School**  
**"WE GROW PEOPLE"**

Abbey Court School provides a stimulating, challenging and safe learning  
environment where pupils and staff efforts, work and achievement are  
celebrated.

**We are currently looking for a  
EARLY YEARS TEACHER**  
for pupils with severe and profound learning  
difficulties to commence April 2009  
**MPS + 2 SEN Points**

The school is located in pleasant surroundings and we have educational  
resources of enviable proportions. This post would suit experienced SLD  
teachers or newly qualified teachers, or those wishing to gain further  
experience of SEN.

Comprehensive induction and training will be provided.  
Telephone enquiries and informal visits to the school welcomed  
This school is committed to safeguarding and promoting the welfare of  
children and young people and expects all staff and volunteers to share  
this commitment. Any offer of appointment for post is subject to a  
satisfactory Criminal Records Bureau Disclosure.

Closing Date: 30.1.2009

For further details and a job description, please contact Linda  
Taylor, Abbey Court School, Rede Court Road, Strood, Rochester,  
Kent, ME2 3SP. (Tel: 01634 338224),  
stating the position for which you are applying.

**Swale**  
BOROUGH COUNCIL  
SOUTH KENT COAST

**Community Cohesion  
and Equalities Officer**

**£27,612 • 37 hours per week**  
**Two year contract**

Cohesion and Equalities is not just about monitoring, it is about action!  
At Swale, we see this role as being one that produces results for residents  
and staff, detecting and addressing exclusion and inequality whilst also using  
information we hold on Swale residents to tailor services and meet needs.

Swale is a growth area, part of which is in the Thames Gateway. Together  
with the physical growth, it is developing more diverse resident and migrant  
populations. This produces a set of challenges, some of which require  
long term planning and solutions and some which require immediate  
practical responses.

We are looking for a highly motivated person with a drive to get things done.  
Excellent project management and communication skills are important as you  
will need to bring together many different people across our organisation and  
community to effectively make improvements.

You need to be an equalities expert with a strong commitment to community  
cohesion and equality, be willing and able to stay informed and be aware of  
best practice in this field.

In addition to salary, we can offer you a generous annual leave allowance,  
paid bank holidays, Local Government final salary pension scheme and flexi  
time working for most posts.

If you would like to discuss this post further, please contact Peter Speakman  
on 01795 417251 or e-mail [peterspeakman@swale.gov.uk](mailto:peterspeakman@swale.gov.uk)

For further information contact Human Resources, Swale Borough Council,  
Swale House, East Street, Sittingbourne, Kent ME10 3HT. Telephone  
(01795) 417414 (24 hour voice mail) quoting ref: 206ED4.

E-Mail: [hr@swale.gov.uk](mailto:hr@swale.gov.uk) Website: <http://jobs.swale.gov.uk>

Closing date: 12 February 2009  
Interviews: 27 February 2009

KCA (UK) is an expanding and vibrant organisation providing a wide range of  
high quality and innovative specialist services in the drug, alcohol and mental  
health sectors.

## Community Drug Workers

£21,244 - £27,492 + ESSENTIAL CAR USER ALLOWANCE UP TO £1,095  
EAST/WEST KENT AND MEDWAY

Could you help chaotic injecting drug users to stabilise their use and begin  
shaping better lifestyles? It is a big challenge that will see you work closely with  
medical staff as you deliver assessment and key worker support to people  
accessing the substitute prescribing service.

Significant experience of working with individuals with drug related problems is  
desirable, along with a qualification to diploma level in a relevant area –  
nursing, counselling or social work for example. As for your future, there is the  
opportunity to make a huge impact on people's lives and help grow our  
services into the future working as part of a multi-disciplinary team. Ref: 544

Closing date: Friday 30 January 2009.

Interview date: Wednesday 18 February 2009 (To be held in Maidstone).

## Office Assistant

£14,847 - £16,614 PRO RATA • 30 HOURS PER WEEK • THANET

You will be the first point of contact to all callers, visitors and Service Users at  
KCA's Thanet office in Margate. Confident in handling enquiries about the  
service whether by telephone, email, post or in person, you will ensure that  
enquiries are dealt with promptly, efficiently and courteously.

Offering support to the Administrator, you will have top MS Office skills and a  
'can do' approach. You will be able to communicate with a wide cross-section  
of staff and external contacts in a highly professional manner. You need to be  
able to prioritise, work to tight deadlines and respond appropriately to  
referrals. Ref: 543.

If you would like to discuss this post further, please contact Sue Hamilton,  
Service Manager KCA Thanet on 01843 298355 ex. 217 or Christine Gordon  
Admin Lead on 01795 590795 ex. 2.

Closing date: Friday 23 January 2009.

Interview date: Thursday 5 February 2009 (TBC).

Application forms and job descriptions can be downloaded from  
<http://www.kca.org.uk/pages/vacancies.html> or email  
[recruitment@kca.org.uk](mailto:recruitment@kca.org.uk)

Alternatively, you can write to KCA (UK), Dan House, 44 East Street, Faversham,  
Kent ME13 8AT or call 01795 590635.

KCA (UK) is committed to the principles of equality of opportunity for all and welcomes  
applications from people with experience of substance use or who have had previous problems  
with substance misuse.

Charity No: 292824

[www.kca.org.uk](http://www.kca.org.uk)



## Career Opportunities

Sheppey College is an equal opportunities employer



Sheppey College is a satellite of Canterbury College and has been open since 1996. We offer a variety of courses in a modern and friendly learning environment and enjoy excellent rates of success.

### Learning Support Hair

Ref SH/LS/HB

18.5 hrs per week, 38 weeks term time. Salary starting £16,914 pro rata per annum.

For an information pack please visit [www.canterburycollege.ac.uk](http://www.canterburycollege.ac.uk) or call the Human Resources Office on 01227 811282 (24 hr answerphone) quoting the above reference.

### Staff benefits include:

- Pension & Life Assurance Scheme
- Generous Holiday Allowance
- Proximity to main bus & train stations
- Close to Town Centre

The closing date for the above posts is Monday 2nd February 2009 at 12 noon



CLICK

[www.canterburycollege.ac.uk/job-vacancies](http://www.canterburycollege.ac.uk/job-vacancies)



CALL

01227 811282 (24 hr answerphone)



## PROJECT MANAGER £35K

**Business Support Kent** has two key priorities: helping businesses grow and succeed and ensuring that the opportunity for entrepreneurial success is open to everyone within the county.

The successful and rapidly growing environmental team within Business Support Kent is looking to appoint an experienced project manager to deliver a major 3 year eco-innovation project across the South of England, Northern France and the Netherlands.

This is a unique opportunity to take real ownership for an ambitious project to influence sustainable design and its integration into business planning, products and services. It requires a highly motivated self starter; determined to develop effective and productive partnerships with value beyond the confines of the project and create real worth for participants.

To be successful in this post you will need to be detail orientated, highly organised, a strong influencer and passionate about the environment. With a strong commercial background you will ideally also have a track record managing complex projects and bringing new products/services to the market place.

The package will include a car allowance and pension contribution.

The company is an equal opportunities employer and all applications will be given equal consideration regardless of age, disability, ethnic or national origin, gender, race, religion or sexual orientation.

**Interested?** Please send your CV plus covering letter of application to Jane Loder at [jane.loder@businesslinkkent.co.uk](mailto:jane.loder@businesslinkkent.co.uk) by 30 January 2009.

### GREAT JOB OPPORTUNITIES FOR CREATIVES WITH KOS MEDIA

# Great advertising starts with copy and concept



## Would you like to join our concept creative team?

We are looking for creative thinkers who can develop copy and concept ideas through to on-screen design. Ideally you will be able to illustrate/scamp out a full brief and idea for potential advertisers and liaise with our other graphic designers or even turn it into a finished on-screen advert.

It will be an advantage to have a good background in copy writing, headlines and marketing skills as well as the ability to understand call-to-action and unique tagline messages. Knowledge of QuarkXPress, Photoshop, Illustrator or Indesign would also be an advantage.

All applicants should include an illustration/scamp of any advert from any local paper, illustrating how this advert could stand out or be portrayed in a way that talks more to its potential consumer than the original advert in the local paper.

We have been recognised nationally for award winning advertising campaigns for our clients, so if you want to be a part of our dynamic creative team in print or online, please send in your CV with a covering letter and your illustration/scamp advert idea to: Paul Stannard, Managing Director, KOS Media, Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SR or email [paul.stannard@kosmedia.co.uk](mailto:paul.stannard@kosmedia.co.uk)



Award Winning Company



TERMS AND CONDITIONS

KOS MEDIA (PUBLISHING) LTD

TERMS AND CONDITIONS

1. Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.

2. It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility for liability in errors and omissions to the content of our media.

3. All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.

4. All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.

5. Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All passwords and security supplied to the advertiser by KOS Media (Publishing) Ltd in relation to the use of the posting of material via the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.

6. KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.

7. Copyright and licenses for voice-over/music/photography or film for advertising promotions or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.

8. Where shrinkage of an advertisement occurs for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements, which remain full page regardless of any shrinkage.

9. KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another.

10. A guarantee of insertion cannot be given and the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertising.

11. No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.

12. Claims for any error or inaccuracy in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.

13. KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.

14. KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim damages for any potential vesious action via the advertiser.

15. Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.

16. A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard effective media advertising rate card (July 2008-June 2009) will be recalculated and adjusted accordingly in line with KOS Media's standard media rate card (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any other advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.

17. Seasonal contracts, Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.

18. All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.

19. The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement, (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.

20. Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).

21. Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.

22. a. All credit accounts due for payment shall be notified to the Advertiser by the 30th day following the date of the invoice, time to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.

22. b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.

22. c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.

22. d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.

22. e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.

22. f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.

23. Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.

24. Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms of that recognition.

25. All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.

26. The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.

27. An order for an advertisement placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.

28. Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertiser may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

Apple Barn, Hythe Road, Smeth, Ashford, Kent TN25 6SR

Tel 01303 817040 Fax 01303 817004

Email: info@kosmedia.co.uk

KOS

media

Award winning publications

www.kentnews.co.uk

BRAMPTON HOME CARE

looking for new and experienced

Carers

to join their team in providing care and support for those who still live in their own homes.

Hours are flexible, full training is given, all uniforms provided. Car driver is essential.

For an informal chat or to apply for an application pack please contact Alison or Sara on 01303 272348.


All post's are subject to successful completion of Enhanced Disclosure.

TEACHERS!

ARE YOU EARNING


£132 PER DAY?


IF NOT, CALL US! 01634 817575



EDUCATION SENSE

To advertise in this section

 01303 817040



MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint outstanding individuals in the following areas:

Hourly Paid Lecturer

If you have a passion for learning and want to work for a forward thinking College, look no further.

MidKent College is one of the largest providers of Further Education in Kent and at a time of unprecedented change is seeking to appoint a Sessional Lecturer in Sociology.

Sessional Lecturer in Sociology

Ref: SCH

£19.17 to £30.96 per hour

(subject to qualifications and experience)

A sessional Lecturer is required immediately to teach A Level Sociology and OCR A/VS and A2 at our Hsted site in Chatham. Experience delivering A Level teaching would be advantageous.

Closing date: 30th January 2009

For an application form please:

Email job.applications@midkent.ac.uk

Visit our website www.midkent.ac.uk


Telephone the Personnel Department on 01634 884402 (24 hour answer machine)


In all communication, please quote the post you are applying for and give your name, address and a contact number.


MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website www.rbli.co.uk for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of young people and vulnerable adults and anyone applying for work with the College is expected to share this commitment. Any offer of employment is subject to an Enhanced Criminal Records Bureau Disclosure.

The College is committed to Equal Opportunities and to selection on merit. It welcomes applications from all sections of society. We particularly welcome and encourage applications from under represented groups including black, minority ethnic and disabled people.







ENGLISH AND MATHS

10 STEPS TO SUCCESS - SATURDAY REVISION SCHOOL AT PENT VALLEY TECHNOLOGY COLLEGE

ENGLISH AND MATHS TUTORS

Start Date: Saturday 28<sup>th</sup> February - Saturday 16<sup>th</sup> May 2009 (excluding Easter break)

Hours: Saturday school 09.15 - 12.00 (including free breakfast with students)

Salary: £100 per session

Main aim: Saturday school is a new initiative to support students to achieve at least a grade C at GCSE in English and Maths.

Role: To motivate and enthuse small groups of year 11 students over 10 Saturday sessions.

Previous experience of working at this level essential.

A current Enhanced CRB Disclosure is required.

LEAD ENGLISH AND MATHS CO-ORDINATORS

Start Date: Saturday 28<sup>th</sup> February - Saturday 16<sup>th</sup> May 2009 (excluding Easter break)

Hours: Saturday school 09.00 - 13.00 (including free breakfast with students)

Salary: £150 per session

Main aim: Saturday school is a new initiative to support students to achieve at least a grade C at GCSE in English and Maths.

Role: To teach and to co-ordinate the programme and aim to motivate and enthuse small groups of year 11 students over 10 Saturday sessions.

Previous experience of working at this level essential.

A current Enhanced CRB Disclosure is required.

TEACHERS TO PRODUCE GCSE ENGLISH AND MATHS CURRICULUM REVISION PACKAGES

Payment: £250 one off payment for a complete set of English or Maths revision resources.

For more information and an application form please contact:


Miss S Spratley, Pent Valley Technology College, Surrenden Road, Folkestone, Kent. CT19 4ED.

Email: samantha.spratley@pent-valley.kent.sch.uk


Tel: 01303 277161 ext 2218 Fax: 01303 279342

Closing Date : Friday 6 February 2009

Interviews: Week Commencing 9 February 2009



achievement for all



Kent Downs and Marshes has secured £2.25 million from LEADER, a European Community Initiative to support sustainable rural development.

Programme Manager - LEADER

£35,370 - £40,705

Maidstone

Fixed-term contract until the end of June 2013

Managing the successful implementation of the programme including overseeing the Local Development Strategy and managing budgets with accountability for public funding, a key part of your role will be building links with other rural regeneration programmes and liaising with local organisations.

Your background could be in rural development or programme management, but you have a good understanding of relevant legislative frameworks. Used to operating across organisational boundaries and within multi-agency partnerships, you will have strong financial skills and experience of working with external funders. As relationship-building will be vital, exemplary interpersonal and communication skills are expected. Ref: ER/08/0155

Project Officer - LEADER

£22,825 - £26,159

Maidstone

Fixed-term contract until the end of June 2013

Using your experience of community or project development, you will help to deliver this funding to local agriculture, forestry and rural communities.


You will work with individuals, businesses, community groups and other organisations to develop ideas into well-constructed projects that address issues in the Local Development Strategy. Along with appraising projects for funding, you will also facilitate networking and skills acquisition to help deliver them.

You'll need a good knowledge of the land-based sector or rural development issues, coupled with outstanding interpersonal and communication skills and an excellent understanding of project development and partnership working. Ref: ER/08/0157

To apply, visit www.kent.gov.uk/jobs Alternatively, please email recruitment.line@kent.gov.uk or call 0845 8247 904. Please quote relevant reference number.


Closing date for both posts: 23 January 2009.


Interviews will take place on the 11th February for the Programme Manager, and 12th February for the Project Officer.



A great place to work.

Our services aren't the same, so neither are our people.





www.kent.gov.uk/jobs

Career Opportunities



Canterbury College is an equal opportunities employer

Canterbury College is a Further and Higher Education College in the heart of Kent. Our goal is to be one of the best FE Colleges in England by 2010. We have 9,000 students across 300 courses and enjoy an enviable reputation as a great place to learn. Our brand new £50M Campus is also home to nearly 800 staff and we have some great career opportunities which may be right for you.

Director of Quality & Innovation 09/01

37 hrs per week, salary range £56,478 to £62,408 per annum

Acting Section Manager NVQs and Professional Studies, Dental, Nursing, Social Care and Counselling 09/02

37 hrs per week, salary starting £33,858 per annum. Fixed Term post ending 31 July 09

Lecturer Animal Care and Land Based 07/87

37 hrs per week salary range £18,387 – £26,363 per annum. Fixed term post ending 13 July 09

Supply Lecturers Higher Education are required in the following areas

Various hours available, salary range £18,387 – £26,363 pro rata per annum

HE Tourism Management S/HE/TOR

Counselling (must hold relevant recognised qualification) S/HE/COU

Early Years (to teach on Foundations Degrees) S/HE/EY

Supply Lecturers are required in the following areas

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Animal Care S/AC

Veterinary Nursing S/VET

Supply/Flexibank S/HSC

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Midwife (ENB 997)

Registered Nurse (ENB 998)

Mental Health Nurse (ENB 998)

To teach on Maternity Care, Mental Health and Health & Social Care courses.

Supply Lecturers (Teachers/Trainers) are required in the following areas S/HSC

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Level 2 & 3 Counselling

Registered Dental Nurse

First Aid Trainer

Information, Advice and Guidance

Citizenship

PE/Sport Trainer

Infant School/Early Years

Advanced Practitioner 02/128

37 hrs per week, salary starting £33,858 per annum

HR Workforce Information Officer 09/03

37 hrs per week, salary starting £16,914 per annum.

Placement Officer 08/127

37 hrs per week, salary starting from £24,408 per annum

Service Desk Technician Level 2 SDT2

37 hrs per week, salary starting £16,914 per annum

Trainer Demonstrator Animal Care TD13

18.5 hrs per week, salary starting £18,963 pro rata per annum

Resource Assistant Animal Care & Land Based 06/08

18.5 hrs per week, salary starting from £15.085 pro rata per annum

Learning Support Business 02/17

37 hrs per week, 40 weeks term time. Salary starting £16,914 pro rata per annum.

Teacher Education Administrator 08/124

18.5 hrs per week, salary starting £15,085 pro rata per annum

Supply Curriculum Support Assistant within the Faculty of Health, Public Service, Early Years S/CSA

Various hours available, salary starting from £18,963 pro rata per annum

Supply Learning Support within Health, Public Services & Early Years S/LS

Various hours available, salary starting at £16,914 pro rata per annum

Supply Administrator with Health, Public Services & Early Years S/Admin

Various hours available, salary starting at £15,085 pro rata per annum

For an information pack please visit www.canterburycollege.ac.uk or call the Human Resources Office on 01227 811282 (24 hr answerphone) quoting the above reference.

Staff benefits include:

• Pension & Life Assurance Scheme • Sports Hall & Gym

• Proximity to main bus & train stations • Generous Holiday Allowance

• Close to City Centre • Staff Discount Scheme

The closing date for the above posts is Monday 02 February 2009 at 12 noon

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## BUSINESS BRIEFS

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EDWARDS Harvey, a PR and marketing consultancy with clients across Kent, has achieved internationally recognised quality management and customer service standards for the fourth consecutive year.

The consultancy, which is celebrating its 30th anniversary, has been awarded ISO 9001:2000 accreditation for both quality management systems and customer satisfaction.

The Maidstone-based company has also been re-accredited to the OHSAS:18001 standard for health and safety management.

Managing director Pip Clarkson said: "We're proud of this achievement. By having systems and processes that meet international standards, Edwards Harvey is demonstrating its professionalism."

"We believe in doing things properly and our accreditation is the result of the hard work and dedication of our staff."

The firm is regularly listed in PR Week magazine's best-performing top 150 consultancies in the UK.

### FSB backs blueprint to provide jobs bonanza

FEDERATION of Small Businesses Kent and Medway chairman Roger House has backed the organisation's blueprint for tackling rising unemployment with a plan it reckons could create 400,000 jobs.

The FSB's five-point plan identifies promoting part-time working; investing in apprenticeships; simplifying legislation; giving small businesses more opportunities to bid for public contracts; and cutting payroll taxes as the key to unlocking the challenge of unemployment.

Mr House said: "The plan is going to be crucial in creating and retaining jobs during what is going to be a challenging year."

"We are calling for the Government to help small businesses to continue to invest in recruitment and training so they can grow stronger and more competitive, creating quality jobs and doing their bit to pull the UK out of recession as quickly as possible."

The FSB has 7,000 members in Kent.

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Ideas fuelling the Kent Innovation Challenge 2009. Search 'innovation'.

# Rule changes should provide the extra will-power you need

■ BY TONY PATEY

WHERE there's a will, there won't be any problems. So says Kent lawyer Nicola Rostron, who warns that if you're not bothered about making a legal will to cover your worldly goods, think again.

New rules coming into force on February 1 could have damaging effects on the loved ones who survive you, she says.

Ms Rostron, an associate and senior solicitor at Furley Page, which has offices in Canterbury, Chatham and Whitstable, said: "The financial hardship, not to mention fractured family relationships, that can result from the absence of a proper will should persuade people once and for all against dying intestate."

"They need to be aware of what happens to their estate on their death, particularly to some of their assets such as jointly-owned assets; pension pots and life assurance policies which may not necessarily pass as part of the estate and could need particular attention when drafting a will."

When someone dies without leaving a legal will their estate is distributed according to strict statutory rules.

Statutory legacies are paid to surviving spouses or civil partners, the amount received dependent on whether or not the deceased is survived by children, or their children; by parents; or by brothers and sisters, or their children. From February 1 statutory legacies will



**DEADLY SERIOUS:** Not having a legal will as new rules come into force is folly, says lawyer Nicola Rostron

increase as follows:

- Where the deceased is survived by a spouse/civil partner and children, the level is doubled – from £125,000 to £250,000.
- Where the deceased is survived by a spouse/civil partner and parents or siblings but no children, the level is increased from

£200,000 to £450,000.

If the value of the deceased's estate falls below these levels, it passes entirely to a surviving spouse/civil partner, but if it exceeds the new limits, the rules are as follows.

Where the deceased is survived by a spouse/civil partner and children:

- The surviving spouse/civil partner takes the personal chattels and the first £250,000 together with a life interest in half the remainder.
- The other half of the remainder passes to the children of the deceased equally (and is paid to them when they reach 18.)

The half held on life interest for the surviving spouse/civil partner is also divided equally between the children when the survivor later dies.

Where the deceased is survived by a spouse/civil partner and no children but parents or siblings:

- The surviving spouse/civil partner takes the personal chattels and the first £450,000 and half the remainder.
- The other half of the remainder passes to the parents of the deceased equally or, if they have died, to the siblings of the deceased (or their children) equally.

Where the deceased is survived by a spouse/civil partner and no children, parents or siblings the surviving spouse takes everything.

- Where only the children survive, they take everything equally but where there's no surviving spouse/civil partner or children there's a strict list of surviving relatives. In the event that no relatives are found, the entire estate passes to the Crown.



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Picture MARK BOTTING



FIRST: Brendan Barker scored Bay's first European League goal

## Fitness the key in Europe, says Bay coach

HERNE Bay United again found the going tough in the European League, but showed enough to convince player/coach Phil McVey his side are improving.

The biggest crumb of comfort was the side's first goal in the tournament after drawing blanks in their opening three games.

Brendan Barker, captain for the game in place of the unavailable Simon Hosking, scored it and but for two missed penalties, United would have considerably narrowed the 5-1 half-time deficit.

The higher fitness levels of the Spanish

### ROLLER HOCKEY

#### Tenerife 19 Herne Bay United 1

professionals proved the difference in a one-sided second half, but McVey remained upbeat.

He said: "We've definitely improved, the first half performance was probably our best in Europe. To go in at 5-1 was incredibly good but we couldn't maintain the intensity in the second half."

United used the game to give some of

their younger fringe players a taste of the elite competition. David Beeson, who usually plays in goal for the club's second team, came on for his first European League appearance, while 17-year-old Joe Singleton also gained valuable experience.

The club have two games remaining in this year's pool phase, both at home. Their next game is against Italian side Bassano at the Pier on Saturday, February 14.

Next up domestically is a National Cup tie on January 31 at home to Grimsby, the only team to beat them in the league this season.

## Teens bring back medals from Oz

A PAIR of Canterbury teenagers furthered their sporting development by picking up medals at the Australian Youth Olympic Festival in Sydney.

Canterbury ladies' Jenny Hall, 19, played in all four hockey matches as Great Britain beat the hosts to win gold. After beating India 3-1 and USA 4-1, Hall was on target as GB lost their final pool game to Australia 4-2.

They had their revenge in the final, winning 3-2 with a golden goal.

Elsewhere, Keziah Gore from the City of Canterbury club won two medals in rhythmic gymnastics. The 14-year-old helped the team win bronze before taking silver in the individual competition.

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Yourkenttv goes behind the scenes at Lydden Hill for all the latest news

## Ashes hero offers top class coaching

BUDDING wicketkeepers have the chance to improve their game with the help of Kent and England star Geraint Jones and county coach Simon Willis.

The Kent duo are staging specialist wicket-keeping skills courses during the February half-term break.

The club are giving boys, girls and adults the opportunity to train with coaches dedicated to improving techniques and skills.

Jones said: "We'll give every opportunity for those willing to work hard and push past their potential."

For details contact Roz Franklin, 01227 456886 or ross.franklin.kent@ecb.co.uk.

**PLEASE SEND YOUR SPORTS STORIES TO SPORTS EDITOR GLENN PEARSON AT glenn.pearson@kosmedia.co.uk**



Picture ADY KERRY

**PRIVILEGE:** Graham Ford, Kent's director of cricket, has confirmed his interest in the vacant England coach's position but has yet to be approached by the ECB

# Ford awaits ECB's call for vacant England post

### CRICKET

#### EXCLUSIVE

■ BY GLENN PEARSON

GRAHAM Ford cites unfinished business on the international cricket scene as his motivation for wanting the job as England coach and said a chance to do so would be a "privilege".

Speaking from his home in South Africa, Kent's highly respected director of cricket confirmed his interest in the vacant England coach's position but told Yourcanterbury he has yet to be contacted by anyone at the England and Wales Cricket Board.

The county have stated publicly they would not stand in Ford's way of coaching at international level and skipper Rob Key has voiced his support for the quietly spoken South African, touted as being a front runner together with Australian Tom Moody.

After coaching Kent for five seasons, Ford believes he has the understanding of the English game both nationally and domestically.

He said: "I think it is a job anyone would

want. It is something I would like to explore and find out the dynamics within the set up and then make a decision as a result of that.

"To be part of English cricket is a privilege and the thought of going one step further really interests me."

Ford already has experience of coaching a top international side. He led South Africa from 1999 to 2001 before he was sacked following the Hansie Cronje affair.

Many in the game believe the 48-year-old was harshly dealt with as South Africa had won eight out of 11 Test matches while he was coach.

Ford feels he is a better coach eight years on and draws a comparison with England's former coach Duncan Fletcher.

The Zimbabwean established a good understanding of the game while coach of Glamorgan before moving on to England.

Knowledge of English cricket and its players is something Ford believes is a strength that could help him land the job.

"I have had a taste of what it's like to be on the big stage and it's something I would like to have a chance at again," he said.

"Duncan Fletcher became a good coach because he was given time to learn and then improve at the top.

"I certainly feel there are a lot of talented players in the England dressing room and there is no reason why they couldn't make the step up as one of the best sides in the world.

"England has always been a country I admire and it would be an absolute privilege to work with the top players."

It is not the first time Ford has courted interest from an international side, after turning down approaches from India in 2007 and New Zealand at the end of last season.



# Boss slams heckling fans as relegation zone calls

## FOOTBALL

BY DAVID PRITCHARD

**Folkestone Invicta 1**

Jackson 66

**Whitstable Town 0**

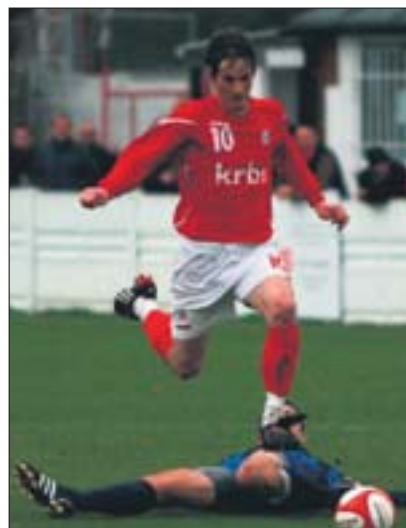


DEFEAT on Saturday sent Whitstable Town into the Ryman South relegation zone and prompted manager Marc Seager to condemn a section of the club's supporters.

A handful of travelling fans stayed behind at the Buzzlines Stadium to heckle the players while they warmed down. It was the final straw for Seager, who has himself been the target of verbal abuse home and away at times this season.

He said: "I'm not talking about everyone but I think the behaviour of some of our supporters is embarrassing. Some of the chants coming from them and over the last few weeks; you don't need that."

"People have got to realise these are good players who have just taken a massive pay cut and nobody has left. They're trying their best, I know we're losing games but if you have a



Picture PER LALENS

**MISS:** Dan Wisker's early chance was the closest Whitstable came to scoring at Folkestone on Saturday

bottom five budget you expect to be in the bottom five.

"Those supporters' attitude towards the players is absolutely appalling, I would rather they went off and spent their money elsewhere."

A series of postponements meant Saturday's

### Whitstable starting XI



Subs used: Munday (Campbell 45), Pulman (Wisker 75), Cory (Thomas 87)

Kent derby was Whitstable's first league match of 2009. Seager handed Jon Neal his first start since returning to the club last month, while captain Liam Quinn was pushed up from defence into central midfield.

Town almost took the lead inside three minutes when Dan Wisker sprung the off-side trap to race through on goal, but his shot rolled just past the post. Unfortunately for the visitors, it was their best chance all afternoon.

There was little to choose between the two sides until Folkestone took the lead midway through the second half. Sam Denly pulled back Kieran Byrne on the edge of the penalty area and Jimmy Jackson showed all his experience by calmly slotting his kick through the wall and past Kevin Fewell.

Seager sent on Ian Pulman and Dave Cory from the bench, but to no avail.

Town visited Croydon Athletic last night, log on to [www.yourcanterbury.co.uk](http://www.yourcanterbury.co.uk) for the report and reaction. This Saturday they welcome Eastbourne Town to the Belmont.

## FOOTBALL



Picture DAVID MULLANEY

**ON THE BALL:** Dave Read scored against United

## Lawford nets extra time winner as City progress in cup

**Canterbury City 3 Oxford United 2 (AET)**

VICTORY in a scrappy but intensely exciting Kent Intermediate Shield Cup tie came late for City, who finally saw off a dogged Oxford in extra time.

Only in the last ten minutes after City took an extra-time lead did they play anywhere near their potential. Until then, they'd only put together a few well-worked attacks.

The hosts struggled to get useful possession up to strikers Royston Gough and Read as the Oxford defence gathered in numbers. Even so, the visiting goalkeeper had to pull off a solid block to stop Gough scoring early on.

After 33 minutes Read crossed for Gough to head in and give City a slender half-time lead. Only a superb low-diving save by Danny Wrench preserved City's lead after the break. It appeared a crucial intervention when new signing Luke Jackson stabbed the ball home to double the lead.

Oxford were given a lifeline when Ian Hossick conceded a penalty, which Mark Lampard converted.

City held on until stoppage time, when Lampard headed home to force extra time.

The winner finally came from substitute Scott Lawford, who slammed the ball in through a clutch of attackers and defenders.

With Oxford's goalkeeper struggling with a shoulder injury, it was expected that City would put the Oxford defence under ever more pressure but though Read did have a header clip the crossbar, there was never the feeling that Oxford would succumb to anything more than a narrow defeat.

Victory set up a quarter-final meeting with Hollands & Blair on February 21. It gives Dave Fairclough's side a chance to make amends for their defeat to the Premier Division club in the Bill Manklow Inter-Regional Challenge Cup in November.

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**Gills boss Mark Stimson** talks about his January transfer targets

## LEAGUE TABLES

### RYMAN DIVISION ONE SOUTH

	P	W	D	L	Gd	Pt
1 Kingstonian	22	14	5	3	+28	47
2 Cray Wanderers	25	13	5	7	+17	44
3 Ashford Town	25	11	9	5	+20	42
4 Metropolitan Police	23	11	9	3	+15	42
5 Worthing	22	11	8	3	+12	41
6 Sittingbourne	24	12	5	7	+5	41
7 Fleet Town	23	10	10	3	+18	40
8 Dulwich Hamlet (-3)	25	11	7	7	+11	37
9 Merstham	23	10	7	6	+7	37
10 Walton & Hersham	24	10	7	7	+1	37
11 Godalming Town	24	10	6	8	+13	36
12 Eastbourne Town	25	10	5	10	+3	35
13 Folkestone Invicta	24	9	8	7	+2	35
14 Croydon Athletic	24	7	7	10	-4	28
15 Whyteleafe	24	7	4	13	-9	25
16 Leatherhead	22	7	4	11	-16	25
17 Burgess Hill Town	23	6	6	11	-7	24
18 Chipstead	24	5	8	11	-23	23
19 Walton Casuals	24	5	5	14	-18	20
20 Corinthian-Casuals	24	4	8	12	-21	20
21 Whitstable Town	24	6	2	16	-26	20
22 Crowborough Athletic	24	3	3	18	-28	12

### KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Hythe Town	18	13	2	3	+21	41
2 Holmesdale	18	12	3	3	+23	39
3 Tunbridge Wells	17	11	1	5	+11	34
4 Herne Bay	19	11	1	7	+8	34
5 Faversham Town	16	10	1	5	+26	31
6 Erith Town	17	8	5	4	+13	29
7 Erith & Belvedere	16	9	2	5	+8	29
8 Greenwich Borough	16	9	1	6	+2	28
9 Deal Town	17	6	5	6	+5	23
10 VCD Athletic	13	7	1	5	+15	22
11 Sevenoaks Town	17	6	4	7	-4	22
12 Croydon	14	6	2	6	+4	20
13 Norton Sports	16	6	1	9	-14	19
14 Slade Green	17	5	3	9	-6	18
15 Beckenham Town	19	4	2	13	-11	14
16 Lordswood	17	2	2	13	-23	8
17 Sporting Bengal Utd	19	0	0	19	-78	0

### KENT COUNTY LEAGUE DIVISION ONE EAST

	P	W	D	L	Gd	Pt
1 Canterbury City	9	7	2	0	+29	23
2 AFC Sheppey	10	7	2	1	+8	23
3 University of Kent	7	5	1	1	+26	16
4 APM Mears	10	4	3	3	+6	15
5 Otford Utd	9	4	2	3	+6	14
6 New Romney	11	4	2	5	-7	14
7 Guru Nanak	7	3	2	2	-6	11
8 Kennington	10	3	2	5	-10	11
9 Staplehurst & Mon.	9	2	2	5	-15	8
10 Oakwood	8	0	2	6	-12	2
11 Lydd Town	10	1	0	9	-25	2

**FIXTURES (Tonight):** Kent Senior Trophy quarter-final - Herne Bay v VCD Athletic (Saturday): Ryman Division One South - Whitstable Town v Eastbourne Town; Kent League Cup quarter-final first leg - Croydon v Herne Bay; Kent County League Division One East - APM Mears v Canterbury City

# Stuart shows why he is the King for Herne Bay

## FOOTBALL

**Herne Bay 3 Beckenham Town 0**

STUART King took home the match ball for the second time this season as he destroyed Beckenham Town to lift Herne Bay back into the Kent League's top four.

While the striker got all the plaudits, the foundations of the impressive victory were laid by Darren Marsden. The midfielder had an outstanding game and was instrumental in two of the home side's goals.

A frozen pitch a week earlier meant Barry Morgan's side had not played since conceding five goals in back-to-back games against Faversham Town and Erith Town either side of New Year. The break may have done the squad some good as they started brightly.

King opened the scoring on 20 minutes, to hammer a low shot into the corner.

The victory was effectively settled in the minute before the break. A cross caused a mix-up at the back to give Beckenham's Charlie Side a gaping net five yards out, but unbelievably the former Margate striker missed. From the goal kick Bay went straight up the other end and Marsden split the defence to allow King to double the lead.

Marsden was hacked down for a penalty 15 minutes from time to give King his hat-trick and take his tally for the season to 13.

Bay take on VCD Athletic for a place in the Kent Senior Trophy semi-finals at Winch's Field tonight, kick-off 7.45pm. They are in cup action again on Saturday, when they visit Croydon in the League Cup.



Picture TONY DAVE

**HEADS UP:** Sean Bremner wins an aerial battle



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